

# 2020 CEDS

COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY



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# ACKNOWLEDGEMENTS

On behalf of the Regional Economic Development Center, I would like to recognize our partners in the publication of the 2020 Comprehensive Economic Development Strategy (CEDS). Without the advice and continued support of our many partners, this strategic plan and the support it provides for the region would not be possible.

REDC wishes to thank the United States Department of Commerce, Economic Development Administration (EDA), for their continued support and funding. In addition, REDC would like to acknowledge the Philadelphia Regional EDA office and Mr. Alan Brigham, Economic Development Representative, for their continued support and guidance.

The REDC staff would like to recognize the dynamic and active involvement of the CEDS Steering Committee, the REDC Board of Directors, and our economic development partners on the regional, state, and federal levels for their suggestions and helpful contributions to this year's strategic plan. This year we tackled issues such as workforce development, workforce housing trends, held public visioning sessions, and developed a new set of five-year goals and objectives for southern New Hampshire.

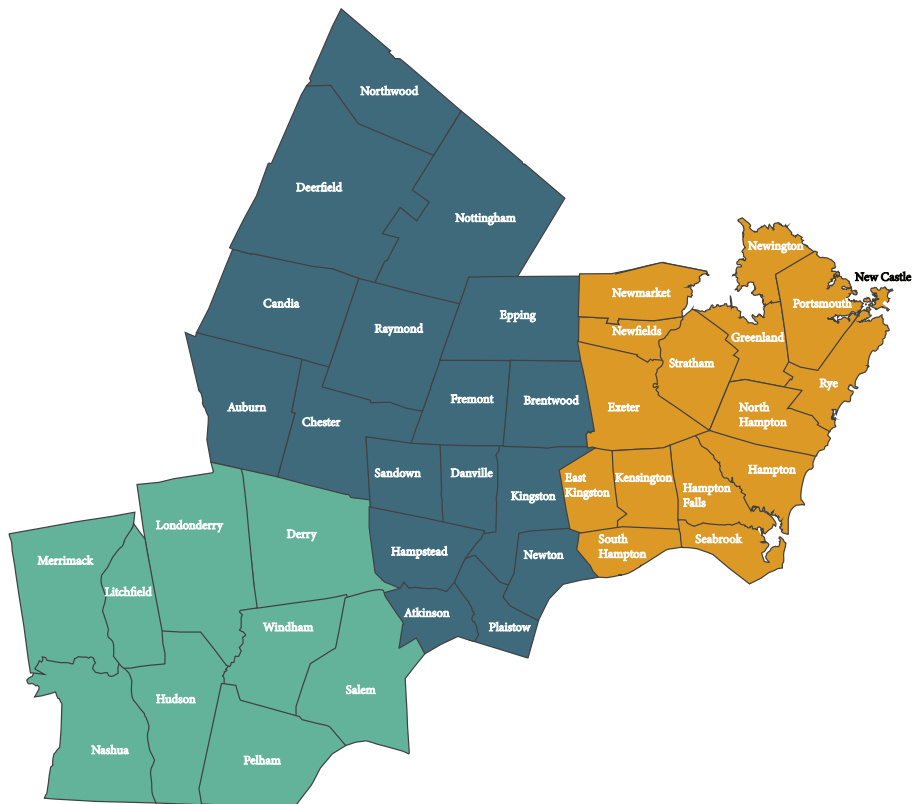
Sincere thanks go to the Regional Planning Commissions, Theresa Walker, the Workforce Housing Coalition, NH Community College System, Chancellor Ross Gittel, and the numerous volunteers who have contributed to the CEDS process through authoring a section, providing photographs, or assembling data.

This publication is intended to report on the hard work done throughout the region over the past year and highlight areas that need increased focus. We acknowledge that the impact of COVID-19 on our economy is still evolving and we plan to engage in additional study, planning, and goal-setting as we work to recover as a region. I look forward to your thoughts and engagement as we all work to make southern New Hampshire a better place to live and work.

With gratitude,



Laurel Adams  
President, REDC



# INTRODUCTION

The Regional Economic Development Center of Southern New Hampshire (REDC) is pleased to present the 2020 Comprehensive Economic Development Strategy (CEDS). This is a new five-year CEDS, and our twentieth year producing this publication.

The REDC CEDS is an economic development master plan for the southern NH region. It emerges from a continuous planning process, developed with broad-based and diverse community participation that addresses the economic problems and potential of an area. The CEDS should promote sustainable economic development and opportunity, foster effective transportation systems, enhance and protect the environment, and balance resources through sound management of development. The CEDS and its annual updates are submitted to, and approved by, the U.S. Department of Commerce, Economic Development Administration (EDA) each June. The CEDS process begins with the development of a broad-based Steering Committee. During the planning cycle, the REDC staff, its consultants, and the Steering Committee work to provide up-to-date demographics, information on regionally significant programs and projects, contact information on training and job development, and address other regionally significant issues that impact the CEDS member communities, businesses, and citizens. Part of this process includes the identification of Priority Projects, potential public works and planning projects, as well as other projects with the potential for promoting economic and community development that addresses the CEDS vision and goals.

Through the CEDS planning process, REDC and its partners develop a vision statement and set of regional goals and objectives on a five-year cycle. This was completed in 2020 through a set of public visioning sessions and with the help of our Regional Planning Commissions and the Consensus Building Institute. We then take the next four years to work

on achieving those goals and tracking our progress. We want to acknowledge the COVID-19 pandemic, designated on March 11, 2020, in the midst of our visioning and reporting period. While the region, state, nation, and world felt the economic disruptions as early as mid-March, it will take time to realize the full scope of the economic and human impacts in our region. We have pledged to re-visit our 2020-2024 goals and objectives during the 2021 planning period with the mindset that we may need to revise the existing plan and/or include new goals.

The CEDS region is comprised of the 37 municipalities that make up Rockingham County, together with the towns of Hudson, Litchfield, Merrimack, Pelham, and the city of Nashua (all within eastern Hillsborough County). For the purposes of demographic analysis, the region is divided into three subregions, as shown below. While this is our official designated Economic Development District (EDD), we often report on things outside the region, as economic effect is not bound by municipal boundaries.

REDC, a not-for-profit organization incorporated in 1994, seeks to promote responsible, sustainable economic development activities within its southern New Hampshire-based region. REDC's focus is on creating jobs for low- to moderate-income (LMI) people by accessing alternative financing for business and industrial expansion or relocations, which in turn provides tax relief for our communities and region. REDC operates several multi-million dollar loan funds, which facilitate our job creation and retention goals through alternative lending.

# REDC ANNUAL UPDATE

In the past year, REDC continued to build upon its partnership with the Economic Development Administration (EDA). Working in collaboration with the Rockingham Planning Commission, the CEDS Steering Committee, and our member communities, REDC has fulfilled its responsibilities as the designated administrator for the Rockingham Economic Development District, as assigned by the EDA. Not only has REDC maintained its annual grassroots CEDS planning process, supported regional economic development projects, and provided technical assistance to economic stakeholders at the local level, the agency has also increased funding opportunities for its members and clients. Below is a highlight of the past year's activities.

## CEDS

REDC held two planning meetings: one each in November 2019 and February 2020. Additionally, REDC hosted three in-person and two online visioning sessions as part of the five-year CEDS

process. The COVID-19 pandemic and the associated limits on public gatherings necessitated the reduction in our usual Steering Committee meetings. However, the committee continued to stay active through a series of email discussions and votes and will meet for the last time via Zoom in June 2020.

REDC continued work on the CEDS Priority Project list. Project requests were mailed to all municipalities within the REDC region in early 2020. During the winter months, REDC collected updates for projects on the Priority Project list and compiled a list of proposed changes, which were presented to the Steering Committee via email in April 2020. Additionally, REDC reached out to many communities in an effort to find new projects. This year we saw the completion of one project and the addition of three new projects to the 2020 Priority Project List.

REDC worked with the town of Seabrook, NH, on an EDA Public Works grant to repair a failing seawall. This project was awarded a \$695,965 grant in September 2019. REDC continues to work with the town as the grant administrator. The town anticipates hiring an engineer and putting the project out to bid in 2020.

REDC staff collected the demographic and economic data for the 2020 CEDS Update January through April 2020, completed writing the document in May 2020, and submitted the 2019 CEDS update to the EDA in June 2020.

## REDC Regional Business Development & Training Center

The Business Training Center has been up and running for six years, and REDC continues to expand the education and training opportunities we offer. REDC has held a number of business startup classes and workshops. Groups such as the Small Business Administration and SCORE have held office hours using REDC's free day-use office space. REDC also



CEDS Visioning Session in Derry, New Hampshire.

hosts other groups, such as wastewater advisory panels, Lamprey River watershed committees, and others whose purpose aligns with at least one of our CEDS goals.

Additionally, our business advisors provided technical assistance to over 150 individuals and/or businesses, including 73 individuals and/or businesses with Economic Injury Disaster Loan (EIDL) and Paycheck Protection Program (PPP) assistance in March 2020. For the past few years REDC has provided marketing and graphic design and technical counseling for both private and public clients. Over the past year, our full time graphic design advisor worked with many clients on a range of services from logo and website design to marketing videos and the development of brochures.

In June 2018 REDC formed a strategic partnership with the Workforce Housing Coalition (WHC) of the Greater Seacoast, aimed at bolstering the impact on the WHC and enhancing the affordable housing goal of the CEDS. Together, the REDC and WHC launched the first ever “Charrette to the West,” delivering the Coalition’s signature housing design charrettes to one of the 13 communities not served by one of the state’s housing coalitions: Auburn, Atkinson, Derry, Hampstead, Hudson, Litchfield, Londonderry, Nashua, Merrimack, Pelham, Plaistow, Salem, and Windham. The two-day event was held in Pelham in May 2019. On the first day of the charrette, the team gathered to walk Pelham’s town center before gathering at the Hobbs Community Center for a community listening session. On the second day, the team worked quickly and collaboratively on renderings, recommendations, and financial feasibility before revealing ideas to the community. The final charrette report can be found at [www.seacoastwhc.org](http://www.seacoastwhc.org). The availability of workforce or affordable housing was the number one concern raised at our 2020 Visioning Sessions.

In November 2019, the U.S. Department of the Treasury’s Community Development Financial Institutions Fund issued a \$650,000 award to REDC through the 2019 Community Development Financial Institutions FA Program (CDFI). The



REDC Business Advisor Chris Duffy providing business advice to a client.

purpose of this award, which is part loan and part grant, is to ensure lending and investment activity in low-income and economically distressed communities.

### Events and Outreach

REDC continued to present at maker spaces, incubators, business expos, chamber of commerce events, Rotary meetings, planning boards and commissions, and economic development committee meetings. REDC is also working with congressional representatives to further infrastructure improvements in the region, encourage regional cooperation, and promote grassroots economic development at the town, regional, and state levels. In addition, REDC provides in-house technical assistance to a variety of clients, ranging from potential startups, growing businesses, and potential loan clients.

### Lending

During the past fiscal year, the Board of Directors at REDC approved/closed on 33 loans for 20 clients totaling \$2.16 million. These loans have the potential to bring a total leveraged value of over \$13.8 million into southern New Hampshire’s job

economy, creating and/or retain 189 jobs. The approved loans will help fund a variety of businesses, including: manufacturing, food and hospitality industry, recreation facilities, consulting and insurance services, plumbing trades, and a gymnastics center.

In partnership with stakeholders throughout New Hampshire, REDC is successfully operating the NH New Americans Loan Fund, with the purpose of encouraging business development and job creation for new Americans (first generation immigrants) in the state. This program, with roots in the CEDS process, directly addresses the CEDS goal of Workforce Attraction and Retention, providing a much-needed service to those individuals who may otherwise get lost in, or frustrated with, traditionally offered services. To date, REDC has made 18 loans totaling \$758,333 to new American clients. Additionally, REDC applied for an EDA RLF grant in March 2020, which will complement our other funding sources.

### Client Spotlight

Dunk's Mushrooms Products & Foraging received financing from REDC in the fall of 2019 for renovation and equipment costs in their commercial kitchen. Dunk's Mushrooms Products & Foraging is located in Brentwood, New Hampshire.

Dunk's Mushrooms Products & Foraging offers mushroom cultivation, foraging, and wildcrafting. They grow gourmet mushrooms and offer wild foraged and mushroom-based products. Dunk's Mushrooms can be found in over 40+ restaurants, four cooperative food stores, and various farm stores.

In addition to lending and business advice, REDC has provided Dunk's Mushrooms Products & Foraging with graphic design and website design, and helped to launch a new website and online store in the early spring of 2020.

Learn more about Dunk's Mushrooms Products & Foraging at [www.dunksmushrooms.com](http://www.dunksmushrooms.com).



Photography provided by Dunks Mushrooms Products & Foraging.

## Regional Geography

The Regional Economic Development Center of Southern New Hampshire (REDC) CEDS region is comprised of the 37 municipalities of Rockingham County, plus the towns of Hudson, Litchfield, Merrimack, Pelham, and the city of Nashua, all located in eastern Hillsborough County. There are two cities (Portsmouth and Nashua) and 40 towns. The total area of the region is 853 square miles which includes an inland water area of 33.6 square miles. The region is located in southeastern New Hampshire, bordered by the Atlantic Ocean on the east; Essex County, MA on the south; Hillsborough County, NH on the west; and Strafford County, NH on the north. The center of the region is approximately equidistant (60 miles) from Boston, MA and Portland, ME, and approximately 30 miles east of Manchester (see regional map). According to the most recent American Community Survey (5-year data), the population of the CEDS region was 466,869 persons in 2018. The NH Office of Strategic Initiatives estimated the population at 471,204 for the same year.

The western and southern sections of the region are part of the middle and lower Merrimack River Valley areas, respectively. The eastern portion is part of the Piscataqua River Basin, except for the coastal communities, which drain directly to the Atlantic Ocean. A portion of the city of Nashua is part of the Nashua River Basin.

The Piscataqua River, which forms the border between Maine and New Hampshire, drains into the Gulf of Maine through Portsmouth Harbor. Portsmouth Harbor is the only major port between Portland, ME, and Boston, MA. The 18-mile coastline is the smallest for any of the 23 coastal U.S. states.

For the purposes of developing the original CEDS document, REDC divided Rockingham County into three subregions of roughly equal size. These

subregions, called “Seacoast”, “Central”, and “West”, were established based upon such factors as transportation infrastructure, institutional service areas, labor market areas and other socio-economic associations. The “Seacoast” subregion was later renamed the “Eastern” subregion.

With the inclusion of five additional communities in 2010, these subregions were adjusted. The new communities added only approximately 19% in land area; however, increased the total population by over 50%. Since 2010, the three subregions have remained unchanged and are useful in analyzing differing growth and development trends affecting the region, as well as in characterizing the strengths, weaknesses, and needs of different parts of the region. The subregions are depicted on the map on page 2.

## New England City and Town Areas (NECTAs)

The United States Office of Management and Budget (OMB) delineates metropolitan and micropolitan statistical areas according to standards that are applied to Census Bureau data. The general concept of a metropolitan or micropolitan statistical area is that of a “core area containing a substantial population nucleus, together with adjacent communities having a high degree of economic and social integration with that core.” In the six New England states, this is further addressed by the use of the New England City and Town Areas (NECTAs). NECTAs are created using the same criteria as metropolitan and micropolitan statistical areas based, respectively, on the presence of either an urbanized area of 50,000 or more population or an urban cluster of at least 10,000 but less than 50,000 population. If the specified criteria is met, a NECTA containing a single core with a population of at least 2.5 million may be subdivided to form smaller groupings of cities and towns referred to as NECTA divisions.

Currently delineated metropolitan and micropolitan statistical areas are based on application of 2010 standards (which appeared in the Federal Register on June 28, 2010) to 2010 Census and 2011-2015 American Community Survey data, as well as 2018 Population Estimates Program data. Current metropolitan and micropolitan statistical area delineations were announced by OMB effective March 2020.

For statistical and data gathering purposes, the New Hampshire Employment Security Economic & Labor Market Information Bureau (ELMI) uses the NECTAs: subdivided into the Metropolitan and Micropolitan NECTAs. Additionally, areas that do not fall into either of these categories are placed into a Labor Market Area.

The following definitions of the NECTAs and subdivisions are provided by ELMI:

**Metropolitan NECTA:** These areas consist of a core urban area with population of 50,000 or more, plus contiguous cities and towns that have a high degree of social and economic integration with the urban core as measured by commuting patterns. New Hampshire includes all or part of four Metro NECTA. Three NECTAs partially fall within the REDC region: the Boston-Cambridge-Newton MA, Portsmouth NH, and Manchester NH NECTAs. Additionally, the Dover-Durham NECTA falls partially within the state, north of the REDC region.

**Metropolitan NECTA Division:** A Metropolitan NECTA containing a single core urban area with a population of at least 2.5 million may be subdivided into NECTA Divisions. NECTA Divisions consist of a core urban area plus contiguous Minor civil divisions (MCD), all of which are included in the larger Metro NECTA, and must have a total population of 100,000 or more. The core urban area of a NECTA Division must have population of 50,000 or more, with the highest rate of out-commuting to any other city or town less than 20 percent. NECTA Divisions function as distinct social, economic, and cultural areas within the larger metropolitan region. The REDC region includes portions of four

NECTA Divisions, all of which are subdivisions of the Boston-Cambridge-Newton MA Metropolitan NECTA: Haverhill-Newburyport-Amesbury, MA-NH; Lawrence-Methuen Town-North Andover, MA-NH; Lowell-Billerica-Chelmsford, MA-NH; and Nashua, NH-MA divisions.

**Micropolitan NECTA:** These areas consist of a core urban area with a population of at least 10,000 (but less than 50,000), plus contiguous cities and towns that have a high degree of social and economic integration with the urban core as measured by commuting patterns. This area type was defined for places that behave similarly to a large metropolitan area, but have a much smaller population.

**Labor Market Areas (LMA):** These areas do not meet the OMB minimum core population standard of at least 10,000 residents, but are socially and economically integrated regions, as measured by commuting patterns, within which workers can change jobs without changing place of residence. LMA, also known as small labor market areas, are defined independently by the U.S. Department of Labor, Bureau of Labor Statistics with input from state labor market information agencies.

The NECTA divisions within the REDC region are listed on the table of communities on page 9.

## Regional Planning Commissions

Created under NH RSA 36:46, the primary role of New Hampshire's nine Regional Planning Commissions (RPC) is to support local municipalities in their planning and community development responsibilities. Each RPC is staffed by professionals and is supported by elected and/or appointed commissioners from the municipalities comprising the RPC. Each municipality is entitled to two representatives on its commission. A municipality with a population of over 10,000 but less than 25,000 is entitled to have three representatives, and a municipality with a population

of over 25,000 shall be entitled to have four representatives on its commission.

The REDC CEDS region contains portions of four RPCs:

- Nashua Regional Planning Commission,
- Rockingham Planning Commission,
- Southern NH Planning Commission, and
- Strafford Regional Planning Commission.

REDC works with all four of these RPCs during the CEDS planning process.

Key:
HC = Hillsborough County
RC = Rockingham County
NRPC = Nashua Regional Planning Commission
RPC = Rockingham Planning Commission
SNHPC = Southern New Hampshire Planning Commission
SRPC = Strafford Regional Planning Commission
NECTA Regions:
11 = Haverhill-Newburyport-Amesbury, MA-NH NECTA Division
16 = Lawrence-Methuen-Salem, MA-NH NECTA Division
19 = Lowell-Billerica-Chelmsford, MA-NH NECTA Division
20 = Manchester Metropolitan NECTA
22 = Nashua NH-MA NECTA Division
27 = Portsmouth NH-ME Metropolitan NECTA
28 = Raymond LMA

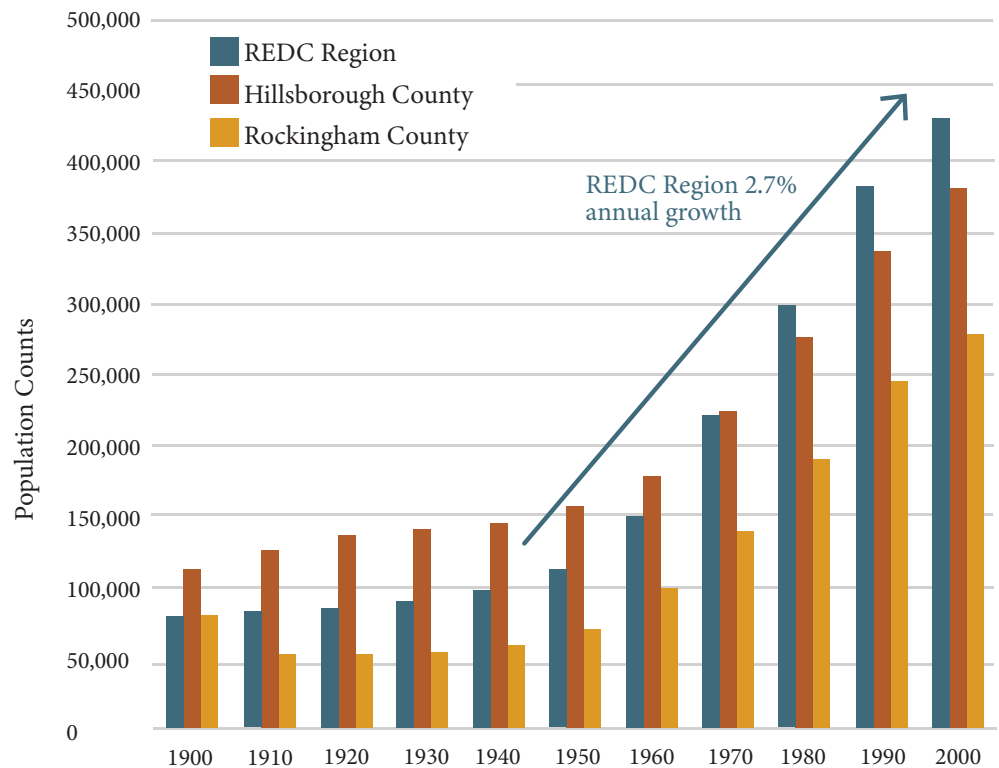
Town/City	County	Regional Planning Comm.	Subregion	NECTA Div.
Atkinson	RC	RPC	Central	11
Auburn	RC	SNHPC	Central	20
Brentwood	RC	RPC	Central	27
Candia	RC	SNHPC	Central	20
Chester	RC	SNHPC	Central	22
Danville	RC	RPC	Central	11
Deerfield	RC	SNHPC	Central	28
Derry	RC	SNHPC	West	22
East Kingston	RC	RPC	East	11
Epping	RC	RPC	Central	27
Exeter	RC	RPC	East	27
Fremont	RC	RPC	Central	11
Greenland	RC	RPC	East	27
Hampstead	RC	RPC	Central	11
Hampton	RC	RPC	East	27
Hampton Falls	RC	RPC	East	11
Hudson	HC	NRPC	West	22
Kensington	RC	RPC	East	11
Kingston	RC	RPC	Central	11
Litchfield	HC	NRPC	West	22
Londonderry	RC	SNHPC	West	22
Merrimack	HC	NRPC	West	22
Nashua	HC	NRPC	West	22
New Castle	RC	RPC	East	27
Newfields	RC	RPC	East	27
Newington	RC	RPC	East	27
Newmarket	RC	SRPC	East	27
Newton	RC	RPC	Central	11
North Hampton	RC	RPC	East	27
Northwood	RC	SRPC	Central	28
Nottingham	RC	SRPC	Central	28
Pelham	HC	NRPC	West	19
Plaistow	RC	RPC	Central	11
Portsmouth	RC	RPC	East	27
Raymond	RC	RPC	Central	28
Rye	RC	RPC	East	27
Salem	RC	RPC	West	16
Sandown	RC	RPC	Central	11
Seabrook	RC	RPC	East	11
South Hampton	RC	RPC	East	11
Stratham	RC	RPC	East	27
Windham	RC	SNHPC	West	22

# Regional Population

## Historical Population Growth

For most of the past half century, southeastern New Hampshire, as represented by Rockingham and Hillsborough counties, has experienced rapid population growth. As shown in the following figure, both Rockingham and Hillsborough counties experienced rapid and sustained population growth that began in 1950 and continued to the early part of the century. From 1950 to 2010 the REDC region nearly quadrupled in population, growing from approximately 112,500 to over 430,285 people. This is equivalent to an annual growth rate of 2.7%.

## Historical Population Counts

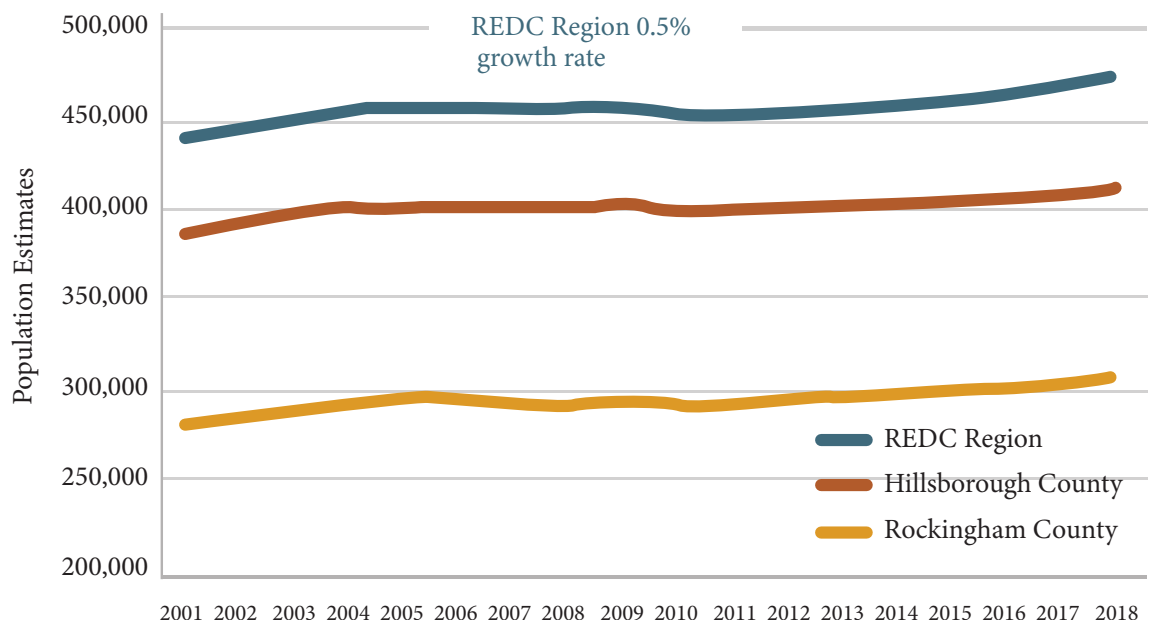


Source: U.S. Census Bureau

However, growth in the region has slowed down considerably since 2000, as shown in the figure below. The REDC region increased from 430,285 to 471,204 persons between 2000 and 2018. This is only an increase of 7%, with a growth rate of about 0.5% annually.

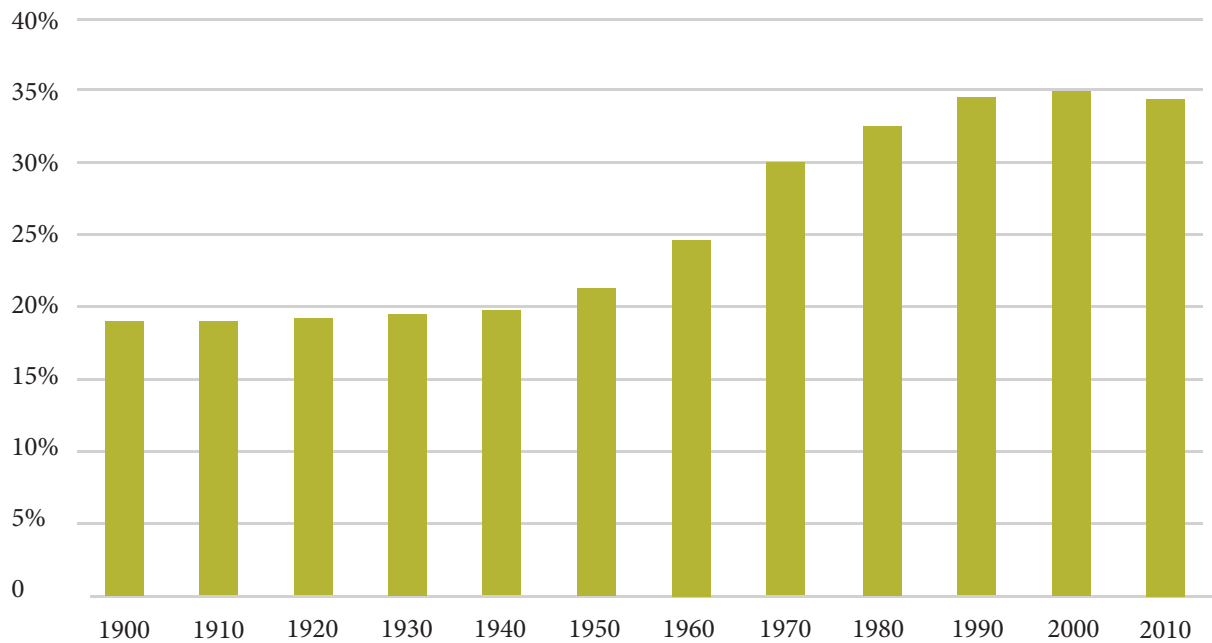
During the first half of the last century, the REDC CEDS region amounted to approximately 20% of the overall New Hampshire population (shown in figure below). As the population boom began in the 1950s, the region grew faster than the rest of New Hampshire and currently amounts to just over one-third of the total state population.

## Population Counts from 2001 to 2018



Source: NH Office of Strategic Initiatives

## CEDS Region as Percent of Total State Population

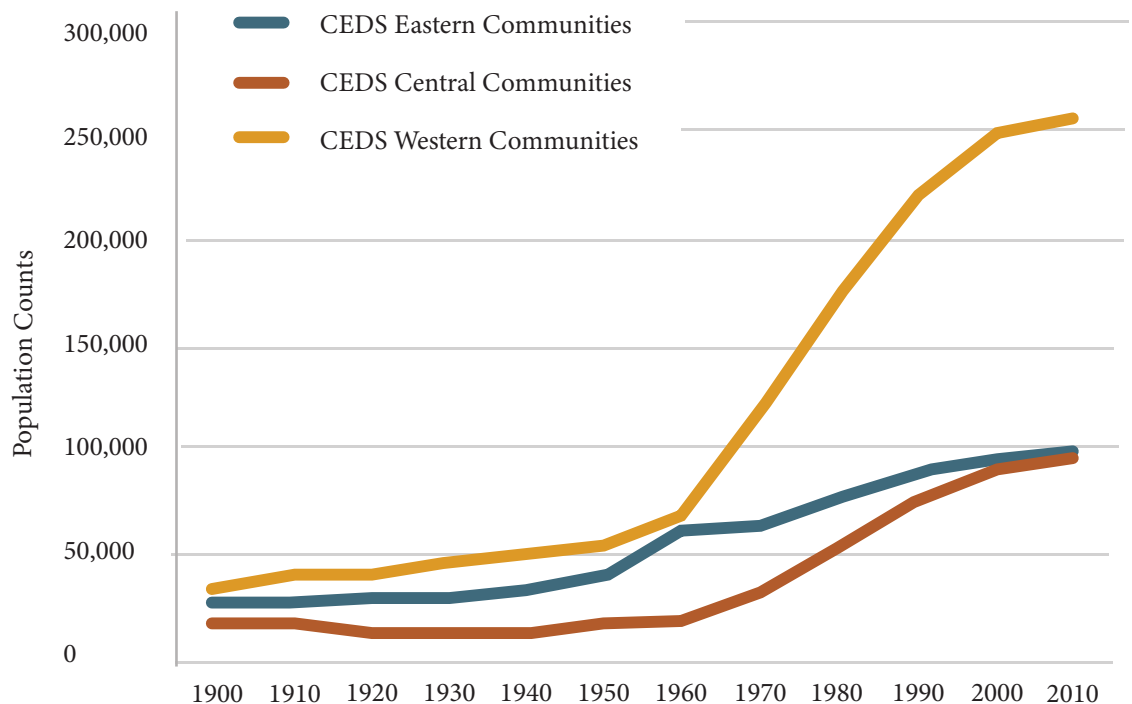


Source: U.S. Census Bureau

The Western subregion historically has been the most densely settled part of the region and experienced the post-war growth earliest, primarily due to the location of the state's second largest city, Nashua. As shown in the figure below, at the start of the 1950s, the Western subregion had approximately 15,800 more persons than that of the Eastern subregion

and was roughly equal in size to the remaining two subregions combined. However, by 2010, after nearly 60 years of sustained rapid growth, the Western subregion is now 30% larger than the total of the Eastern and Central subregions combined, with the Central subregion nearly identical to the Eastern subregion population.

## Population Growth by CEDS subregion



Source: U.S. Census Bureau

## Current Population

The NH Office of Strategic Initiatives (NH OSI, formerly NH OEP) publishes population estimates for New Hampshire cities and towns on an annual basis. Since the 1980 census, a dwelling unit method has been used by NH OSI in the 37 communities with a 1980 population of 5,000 or more. In all remaining communities, from 1980 to 1986, a method of employing resident tax data was used to generate the population estimates. However, beginning with the 1987 estimates, some communities discontinued the resident tax, which forced NH OSI to find different methodologies in these communities. This change affects the comparability of the estimates in such communities.

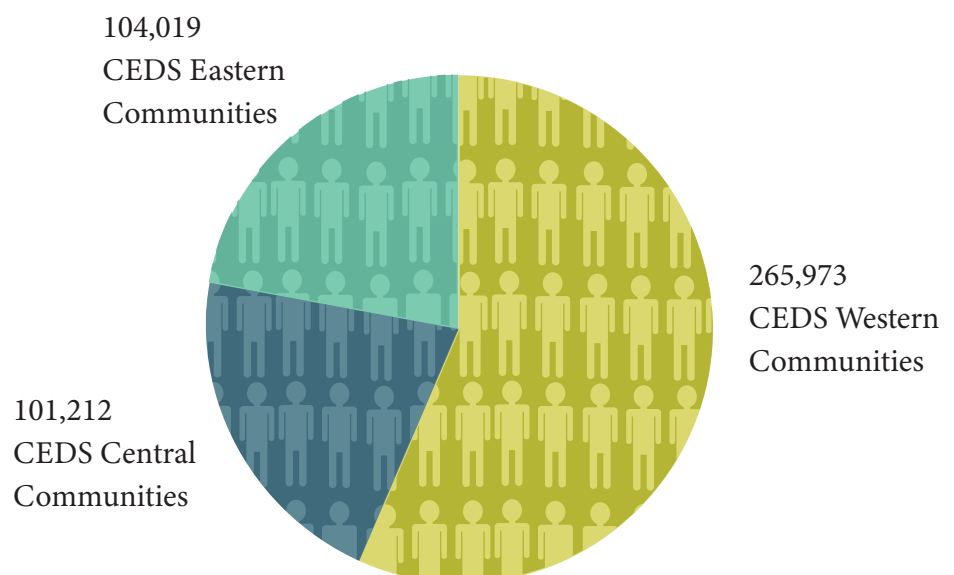
Results of the dwelling unit and other methods are converted to population estimates based on current person-per-household data. As such, these are not enumerated counts as compared to the census, but annual estimates based on building permits. The results are calibrated to the U.S. Census counts of housing units in decennial census years. New population estimates are typically available in the summer or fall of the following calendar year. At the time of writing this document, the NH OSI 2018 population estimates are the best available information.

The 2018 estimates are provided in Table A-1 of the Appendix. These figures are an estimate for July 2018. According to the estimates, the REDC region was home to 471,204 persons in 2018 and experienced an estimated net growth of 5,539 individuals between 2017 and 2018. Recent years have shown an upswing in population growth. Between 2010 and 2014, the annual growth rate for the region was under 0.5%; however, since 2014, the annual growth rate for the region increased to 0.8% annually and increased over 1.1% between 2017 and 2018.

According to Carsey School senior demographer Kenneth Johnson, from 2016 to 2017, NH experienced the largest population gain for the state since 2005, with the bulk of the increase due to migration, rather than natural causes. “Births in New Hampshire only minimally exceeded deaths and thus contributed little to the population gain,” Johnson writes in his 2018 study. About 900 more births than deaths occurred during that time period, he found. The biggest change was in the 20-29 age cohort, which experienced an annual gain of 1,200 persons from 2013 and 2017, compared to an average loss of 1,500 annually from 2008 to 2012.

Within the REDC region, the largest concentration of persons resides within the Western subregion. In 2018, 56% of the region’s citizens, or 265,973 persons, lived within the Western subregion. The Eastern and Central subregions split the remaining population, with 104,019 (22%) persons in the Eastern subregion and 101,212 (21%) in the Central subregion. The ratio of population remains unchanged from previous years. Although it is the least populated subregion, the Eastern subregion continues to outpace both the Western and Eastern subregions in annual growth rate.

## 2018 Population Counts



**Total / CEDS Region 471,204**

Source: NH Office of Strategic Planning

# Gender and Age

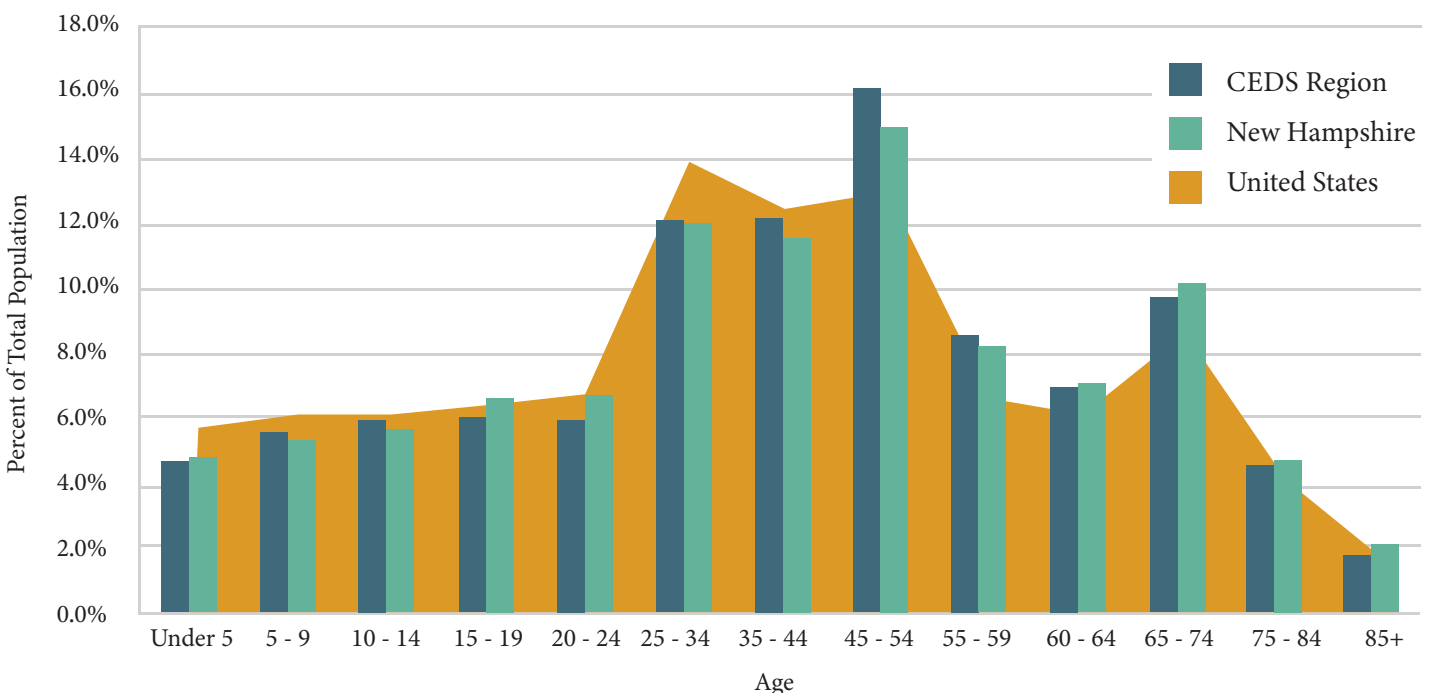
Table A-3 in the Appendix shows both gender and age distributions for each municipality of the CEDS region, along with Rockingham and Hillsborough counties and the state of NH as published in the 2018 5-year American Community Survey. As in the past, the region is closely balanced in gender, with slightly more women than men (50.6% women), which is the same ratio we reported using the 2010 Census data in the 2015 CEDS. The distribution of gender within the REDC region reflects that at the county and state levels.

Age distribution, as found in the 2018 5-year American Community Survey, shows that the median age of the regional population is 43.0 years, which is slightly higher than that of the state at 42.7 years, and the regional median age has increase almost two years since the 2010 Census. Upon further examination at the subregional level, both the Eastern and Central subregions have an average age greater than that of New Hampshire (46.2 years and 44.0 years, respectively). Whereas the more populous Western subregion has a lower median age

(41.4 years) than the other subregions and the state due to the larger concentration of younger people in the greater Nashua area. There are six communities with a median age over 50 and one with a median age over 60 (New Castle). All of the communities except Candia are located in the Eastern subregion, along the NH coastline. There are only two communities with a median age less than 40: Newmarket (35.9 years) and Nashua (39.6 years). The median age in the United States in 2018 was 37.9 years.

The REDC region and the state have a similar median age (43.0 and 42.7 years, respectively), and the distribution of ages among the cohorts is also similar, with a difference of 1% or less in any given cohort. The largest difference is that the region has a higher distribution of residents between 34 and 59 years, with 36.8% of the region and 34.8% of the state's population found in that cohort. It's not until we compare both the region and state to that of the federal age profile that we see a large difference in age distribution. The United States on a whole is much younger, with larger percentages of the population under the age of 35.

## Age Distribution - CEDS Region and State



Source: U.S. Census Bureau, 2018 5-Year American Community Survey

## Race and Ethnic Origin

Like all of New Hampshire, the REDC CEDS region is predominantly white. According to the 2018 5-year ACS, just under 98% of the region's population reported as belonging to one race, and of those people, 95% reported their race as white. Overall, 92.5% of the region's citizens reported their race as white, while that number edges up to 93% for the state. The largest single ethnic population in the region and state identifies as Asian, with 3.2% of the population in the region and 2.7% in the state reporting as Asian. The Western subregion is slightly more diverse than the region and state, with 90.5% of the population reporting their race as white. Refer to Table A-4 in the Appendix for additional details.

## Housing Availability

Starting with the 2012 data, REDC uses the American Community Survey 5-year data for reporting on housing stock estimates. Table B-1 of the Appendix lists housing estimates for 2016 through 2018 (the most recent years available). In 2018, there were 196,632 total housing units in the REDC region, with 54% of those units within the Western subregion (106,120 units). This correlates to the population data, discussed above. The Eastern subregion follows with 50,123 units (25%), and finally the Central subregion with 40,389 units (21%).

What continues to stand out in the 2018 data is the higher than average percent of vacancies in the Eastern subregion when compared to the Central and Western REDC subregions (12.2% for Eastern, 6.7% for Central, and 4.4% for Western). It is possible that the elevated rate of vacancies in the Eastern subregion is due to the season nature of the seacoast. Coastal communities such as Hampton, New Castle, Rye, and Seabrook have higher vacancy rates than the surrounding communities. These communities experience higher volumes of summer rentals and seasonal residencies, possibly contributing to a higher than average vacancy rate. However, the REDC region fares better than the state, which had a vacancy rate of 16.3% in 2018.

## Housing Sales and Purchase Prices

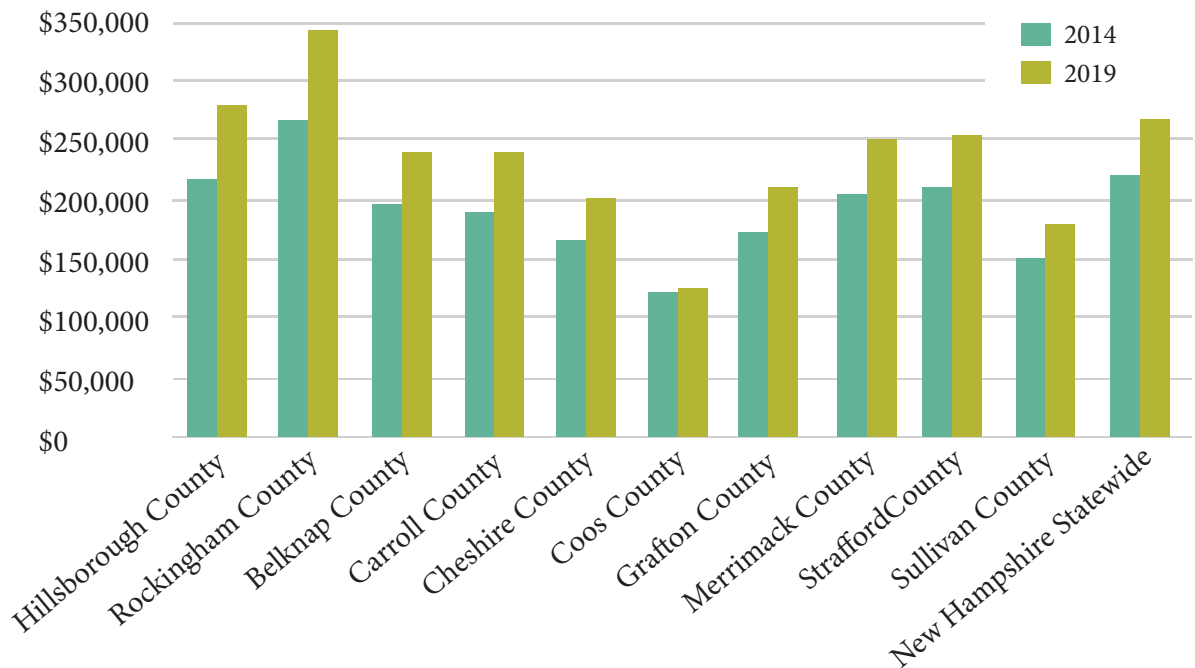
NH Housing Finance Authority (NHHFA) compiles a housing purchase price database annually for new and existing homes, condominium, and non-condominium sales. Summarized results from 2019 for all counties in the state are presented in Table B-4 of the Appendix. In addition, individual community results for REDC region and counties covering the 12-month period from January 2019 to December 2019 are presented in Table B-5.

Based on the sales data across New Hampshire for 2019, the average sale price of a home (new or existing) increased when compared with 2018 values by \$16,000 (a 6% increase). Between 2014 and 2019, the average sale price of a home (new or existing) increased by \$51,000 – a 23% increase. Generally, sale prices were up across the state in 2019, with an increase in the average price for each county.

In 2019, the highest median sales price for all homes was Rockingham County, with an average cost of \$349,000, up \$19,000 (a 6% increase) from 2018 and five-year increase of \$81,000 (a 30% increase) since 2014. The second highest median sales price was in Hillsborough County at \$282,000 – a \$17,000 (6% increase) over 2018. Hillsborough County has also seen an increase of 30% over the past five years since 2014. Once again, both Rockingham and Hillsborough counties were the only two above the statewide median sales price of \$270,000, but with Hillsborough and Rockingham counties contributing most of the home sales in the state, this is not surprising.

When looking at the towns and cities that comprise the REDC region, the median transaction price for all homes in the region was \$340,671, up 5% from 2018. In 2019, the highest median price for all sales was recorded in the town of New Castle at \$987,500 for 12 transactions. During the same period, the lowest was recorded in Merrimack at \$266,000 for 507 transactions. During 2019, the average transaction price for a home sale was largest in the

## 5-Year Change in Median Home Prices



Source: NHHFA

Eastern subregion (\$421,309), followed by the Central subregion (\$336,512), and finally the Western subregion (\$309,048). It should be noted that calculations based on sample sizes less than 50 are considered highly volatile, and eight of the 42 communities (seven out of eight of which are in the Eastern subregion) reported fewer than 50 sales during 2019. Note, the REDC regional and subregion totals are based on weighted averages of all reporting communities. A comparison of all home sale prices from 2014 to 2019 within the various subregions, counties, and the state is shown below. The chart shows how the average home prices have steadily increased across all counties over the past five years.

The year-to-year change in new home prices is extremely volatile due to the small sample size. For example, the median new home sale price in 2019 increased 54.5% from 2018 in North Hampton; however, the sample size was only two sales. Forty of the 42 communities in the REDC region had ten or fewer new home sales during

## Home Purchase Prices for CEDS Region and State of New Hampshire

Town/Area	2014 Med Sales Price	2015 Med Sales Price	2016 Med Sales Price	2017 Med Sales Price	2018 Med Sales Price	2019 Med Sales Price
CEDS Eastern Subregion	\$324,861	\$340,924	\$363,550	\$391,553	\$403,015	\$421,309
CEDS Central Subregion	\$252,460	\$261,780	\$273,075	\$294,986	\$314,465	\$336,512
CEDS Western Subregion	\$240,679	\$253,061	\$263,008	\$279,097	\$293,171	\$309,048
REDC CEDS Region	\$265,672	\$277,314	\$290,610	\$310,053	\$322,818	\$340,671
Hillsborough County	\$216,766	\$225,000	\$235,000	\$250,000	\$265,000	\$282,000
Rockingham County	\$268,000	\$275,000	\$294,000	\$314,000	\$330,000	\$349,000

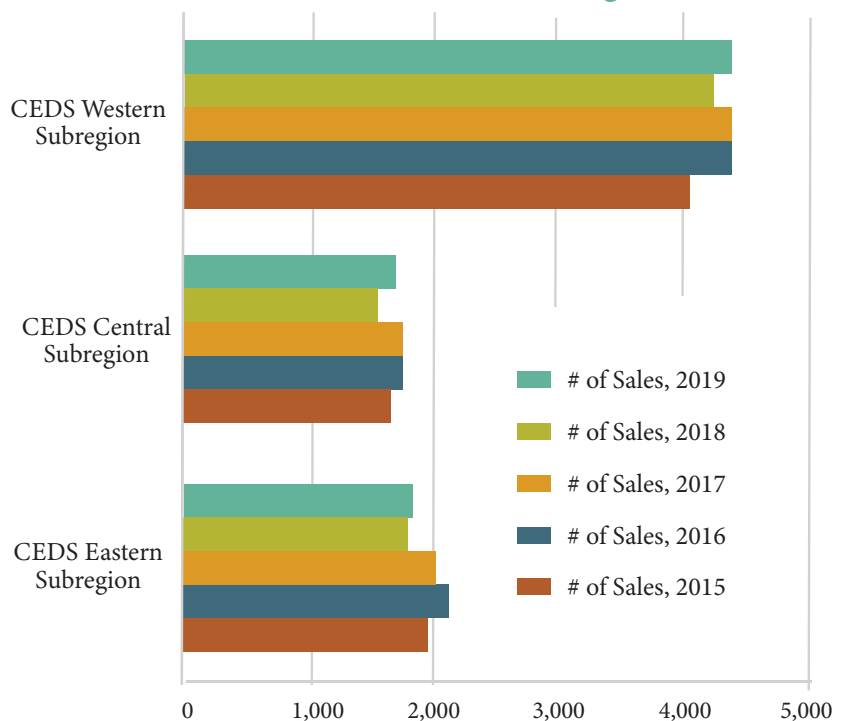
Source: NHHFA

2019, and no communities had over 50 new home sales during the past year. Looking at the five-year trend from 2013 to 2018, new home sale prices were up about 37% in the REDC region and 30% for the state. While prices continue to rise, total sales remained steady between 2018 and 2019. According to New Hampshire Housing, there were seven fewer sales statewide (a decrease from 22,483 to 22,476). Within the REDC region, 7,861 sales were completed in 2019, a 4% increase from 2018. Within the REDC region, the Central, Eastern, and Western subregions experienced modest increases in total sales (5, 4, and 3 percent, respectively). Of the total sales reported in 2019 for the REDC region (7,861), 99% (7,780) were existing and homes only 1% (81) were new construction. The percentage of new home sales is marginally less for the state overall, with only 0.8% of homes being new construction in 2019. Sales in the REDC region make up 34% of all home sales for the state.

## Housing Rental Prices

In addition to housing sales data, the NH Housing Finance Authority collects data on average rental costs in towns and cities across the state. NHHFA sends rental cost surveys to landlords of rental units and summarizes the results annually each June. Completing the survey is voluntary, therefore, the data provided cannot be considered a comprehensive look at the rental picture in southern NH. In 2019, the highest average monthly rental prices can be found in the Eastern subregion at \$1,593 per month, with the highest average rental cost in East Kingston at \$2,132 and the lowest average monthly rental cost in North Hampton at \$1,132. The Central subregion prices ranged from \$910 to \$1,993 per month, while the Western subregion prices ranged from \$1,132 to \$1,971 per month. The first table on page 17 summarizes the average monthly rental prices for our region and the state of New Hampshire. Note that the subregion averages are calculated as an average based on only those communities reporting data

## Numbers of Home Sales for CEDS Region (2015-2019)



Source: NHHFA

within the subregion, and those communities are not the same from year to year. Therefore, a year-to-year comparison of the REDC region and subregions is not advised.

According to New Hampshire Housing's 2019 Residential Rental Cost Survey, rising rental costs and low vacancy rates continued to be the trend for most of the state in 2019. The statewide average monthly rent increased from \$1,177 to \$1,303 between 2018 and 2019 (a 10.7% increase). Hillsborough and Rockingham Counties continue to be among the most expensive counties in the state with average rents of \$1,350 and \$1,534, respectively. Supply continues to be a problem across the state with vacancy rates below 1% in nine of the state's 10 counties. It is difficult to predict at this point the impact of the COVID-19 pandemic on the housing market during the next year.

## Deed Foreclosures

The Warren Group publishes summaries of New Hampshire real estate sales and other public records. This includes foreclosure data for both Hillsborough

## Average Monthly Rental Prices for CEDS Region and State of New Hampshire

							change from 2018 to 2019	
TOWN/AREA	2014	2015	2016	2017	2018	2019	increase	% change
CEDS Eastern Subregion Average	\$1,276	\$1,346	\$1,471	\$1,535	\$1,391	\$1,593	n/a	n/a
CEDS Central Subregion Average	\$1,166	\$1,104	\$1,165	\$1,182	\$1,190	\$1,288	n/a	n/a
CEDS Western Subregion Average	\$1,228	\$1,240	\$1,217	\$1,266	\$1,309	\$1,496	n/a	n/a
REDC CEDS Region Average	\$1,183	\$1,185	\$1,269	\$1,314	\$1,243	\$1,417	n/a	n/a
Hillsborough County Average	\$1,073	\$1,073	\$1,214	\$1,280	\$1,346	\$1,350	\$4	0%
Rockingham County Average	\$1,123	\$1,163	\$1,241	\$1,268	\$1,245	\$1,534	\$289	23%
State of NH Average	\$1,037	\$1,069	\$1,113	\$1,143	\$1,177	\$1,303	\$126	11%

Notes: The subregion averages are based on the average monthly rental rates for those towns reporting rates.

A comparison of rental rates from year to year for the REDC region and subregions cannot be made due to the fact that the towns reporting rates are not the same from year to year.

Source: NHHFA, rental prices are average as reported by each community for all rental units, regardless of size.

and Rockingham Counties and the state of New Hampshire. The table below summarizes the annual number of foreclosed deeds in the three subregions of the REDC region, as well as county- and state-wide information. In addition, Table B-7 of the Appendix lists the foreclosure data in a town-by-town format.

Between 2018 and 2019, there was a slight increase in foreclosures in the REDC region (172 in 2018 to 194 in 2019). Statewide, foreclosures continue to decrease, reaching an eight-year low of 731 total foreclosures in 2019. Overall, the number of foreclosures was down 34% between 2014 and 2019. Similarly, the state experienced a 35% decrease in foreclosures during the same time period. In 2019, the majority of foreclosures (56%) were in the Western subregion, which is expected since it also has the largest housing stock across the region. Of the three subregions, the Eastern subregion saw the largest year-to-year increase in foreclosures between 2018 and 2019 with a 67% increase from 18 to 30 foreclosures. It is difficult to predict at this point if the COVID-19 pandemic will lead to a foreclosure crisis.

## Deed Foreclosures for CEDS Region and State of New Hampshire

							Year-to-Year Change	
Area	2014	2015	2016	2017	2018	2019	2018-2019	
CEDS Eastern Communities	85	71	59	38	18	30	12	67%
CEDS Central Communities	184	160	134	118	52	55	3	6%
CEDS Western Communities	324	281	237	184	102	109	7	7%
REDC CEDS Region	593	512	430	340	172	194	22	13%
Hillsborough County	535	493	436	334	200	195	-5	-3%
Rockingham County	398	354	284	239	107	134	23	25%
New Hampshire	2074	1724	1555	1305	860	731	-129	-15%

Source: the Warren Group via NHHFA

# Employment and Wages

*\*note: the data used in this section comes from 2018-2020, pre-COVID-19 and before the economic impacts of the pandemic are known.*

Hillsborough and Rockingham counties continue to be the hub of employment for the state of New Hampshire. Adding a combined total of 147 new places of employment in 2018, the two counties combined reported 21,704 establishments, which is 46% of the state's total. Additionally, the two counties had an average annual employment of 353,778 jobs in 2018, which is 54% of the state total. This is an increase of 2,979 jobs from 2017 for the two regional counties. A summary of employment units (establishments), average employment, and average weekly wages by industry classification for Hillsborough and Rockingham counties, as well as the state of NH, is found in Table C-2 of the Appendix. This table has been updated with data from 2018, the latest available from the Labor Market Information Bureau of the NH Department of Employment Security.

As in years past, the Retail Trade industry (NAICS Codes 44-45) supported the largest number of jobs in Rockingham county in 2018 at 25,244 jobs, a decrease of 554 jobs, and Health Care and Social Services (NAICS 62) provided the most employment in Hillsborough County, with 30,538 positions, an increase of 842 jobs. In Rockingham, Retail Trade supported 17% of all employment, followed by Health Care & Social Services (16,832 jobs), which supplied 11% of employment. Of the available employment in 2018, Manufacturing (NAICS 31-33), and Accommodation and Food Services (NAICS 72) jobs rounded out the top three employment sectors with 10%, or 15,603 and 15,389 jobs respectively. Meanwhile in Hillsborough County, Health Care supported 15% of all employment during 2018, followed by Retail Trade with 27,692 jobs at 14%, and Manufacturing (26,316 jobs) at 13%. There has been little variation in the types and numbers of these top categories of employment over the past several years.

Table C-3: Employers, Employment, and Wages by Community in the Appendix looks at similar data

## Summary: Employers, Employment, and Wages by Community

	2014			2017			2018		
Town/Area	Employ-ers	Employ-ment	Wages in the Region	Employ-ers	Employ-ment	Wages in the Region	Employ-ers	Employ-ment	Wages in the Region
CEDS Eastern Subregion	4,687	69,882	\$937	4,757	74,942	\$1,017	4,896	76,282	\$981
CEDS Central Subregion	2,128	23,634	\$763	2,239	24,947	\$854	2,264	25,071	\$871
CEDS Western Subregion	7,550	127,232	\$1,020	7,469	129,616	\$1,094	7,623	132,037	\$1,117
REDC CEDS region	14,365	220,748	\$884	14,465	229,505	\$965	14,783	233,390	\$966
Hillsborough County	11,328	193,565	\$1,093	11,354	201,740	\$1,148	11,421	203,961	\$1,182
Rockingham County	9,877	139,972	\$968	10,203	149,059	\$1,041	10,283	149,817	\$1,069
New Hampshire	45,649	626,567	\$984	47,352	653,496	\$1,060	48,086	658,816	\$1,092

Source: NH Dept. of Employment Security, Labor Market Information Bureau

Note: These figures represent employers located within the region and not employees who reside within the region.

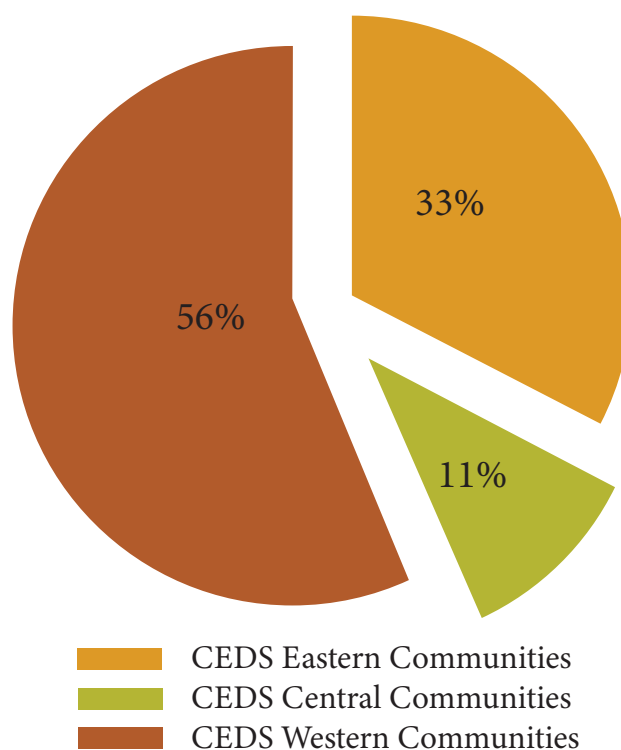
for establishments, employment, and wages but at the local level rather than by industry class, for the most current two years of data. A summary of that information for the region, counties, and state over the five years since the last CEDS is provided the table, below. Looking at the annual changes from 2017 to 2018, employers, employment, and wages generally increased after a small decrease in the previous reporting period. The REDC region gained an additional 3,885 jobs and 318 establishments from 2017 to 2018. The Western subregion continues to hold the largest base of employment due to the size of the Nashua regional area. Additionally, it has the highest average weekly wage of the three subregions.

Looking at the same information over a five-year time frame, employment and wages increased (6% and 9%, respectively) within the REDC region. The greatest growth in number of jobs over those five years was in the Eastern subregion, which increased by 6,400 jobs or a 9% increase. The largest increase in weekly wages was in the Central region, which increased roughly 14% or \$108/week. Although the REDC region saw an increase of 9% in average weekly wages over this five-year period, the region's wage rate continued to lag that of the state of NH, which grew 11% for the same five-year period.

As demonstrated in the chart above, over half of the jobs within the REDC region are located in the Western subregion (56%), followed by 33% in the Eastern subregion, and 11% within the Central subregion. The distribution of jobs within the region has not changed substantially in the five years since the last CEDS. Altogether, the 42 communities of the region contain 35% of all jobs within New Hampshire. Again, this has remained relatively the same since the previous five-year CEDS.

Tables C-3 and C-5 in the Appendix include weekly wage information in addition to the employer and employment data already discussed. The Appendix tables show changes in numbers of employers, employees, and average wages from 2017 and 2018. REDC presents the data for each community within the REDC region and summarized by CEDS subregion, but it should be noted that some data is

## Distribution of Jobs in the REDC Region, 2018

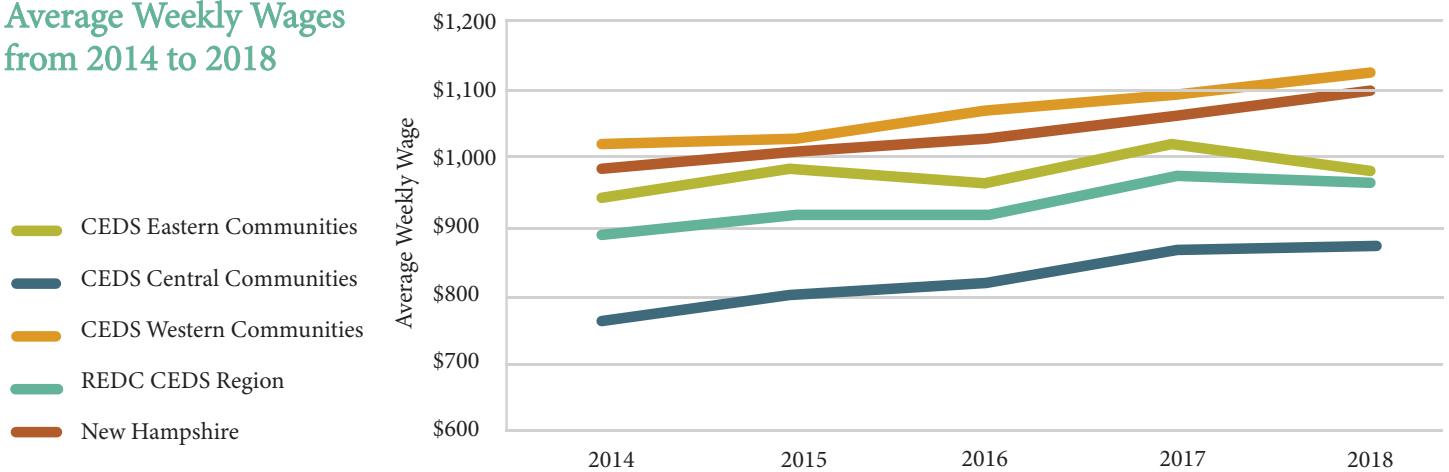


Source: NH Dept. of Employment Security, Labor Market Information Bureau

suppressed in smaller communities or where a single employer makes up more than 80 percent of the collected data. This means that the subregional totals do not always add to the county totals. In addition, the wage information for the subregions and the region is an average of the individual town data, not a true average of all wages.

The chart on page 20 outlines the average weekly wages for the region and state for the most recent five years of data. Overall, the average weekly wage for the state increased roughly 2% annually, with a five-year increase of \$108/week (11% increase). As in years past, only the Western subregion had an average wage greater than that of the state. Both the Central and Western subregions had double-digit growth from 2014 to 2018 (14% and 10%, respectively) with a steady annual increase, while the Eastern subregion was more volatile, decreasing between 2015 and 2016, and again between 2017 and 2018 (down 3.5%), although it is still over \$100/week higher than the Central subregion rate (\$981/week vs. \$871/week in 2018).

## Average Weekly Wages from 2014 to 2018



Source: NH Dept. of Employment Security, Labor Market Information Bureau

The average weekly wage for the REDC region increased by \$1 per week from 2017 to 2018. The low increase is primarily due to the weekly wage in North Hampton dropping \$610 from 2017 to 2018. If we look at the averages without that outlier, the average weekly rate increased by \$16 for the REDC region. Weekly wages were up \$32 per week (up 3%) across the state.

The Western subregion continued to pay the highest average weekly wage at \$1,117 per week in 2018, which is a \$23 or 2.1% increase from the prior year. As previously mentioned, the average weekly wage in 2018 for the Eastern subregion decreased from the previous year, sitting at \$981/week. The Central subregion continued to pay the lowest weekly wage at \$871/week.

Although the REDC region is doing fairly well in terms of employment and wages on a whole, the region makes less than the state average wages. Only the Western subregion continues to have an average weekly wage above that of the state, yet even then, only four of the nine communities comprising the region are above the state's \$1,092/week average. In the Eastern subregion, only three of 16 communities are above the state average, and in the Central subregion, only one of the 17 communities is above the state average wage. At \$966/week, the REDC region's average weekly wage is approximately 11.5% less than the state average.

Within the REDC region, the highest average wage rate in 2018 was in the town of Merrimack at \$1,866 weekly, followed by Portsmouth at \$1,312 weekly. The lowest average weekly wage during 2018 was for employees working in the town of Epping at \$644 per week.

Looking back at Table C-2, which breaks out wages by industry, in 2018, the highest weekly wages in Hillsborough County were paid by the finance and insurance sector (\$2,568 per week), and in Rockingham county the highest wages were found in the Utilities sector, followed closely by the Management of Companies sector (\$2,444 and \$2,432 per week, respectively). In Hillsborough County, the lowest weekly wages were found in the Arts, Entertainment, and Recreation services at \$387/week. In Rockingham County, the lowest weekly wages were found in the Accommodation and Food Services sector at \$432/week.

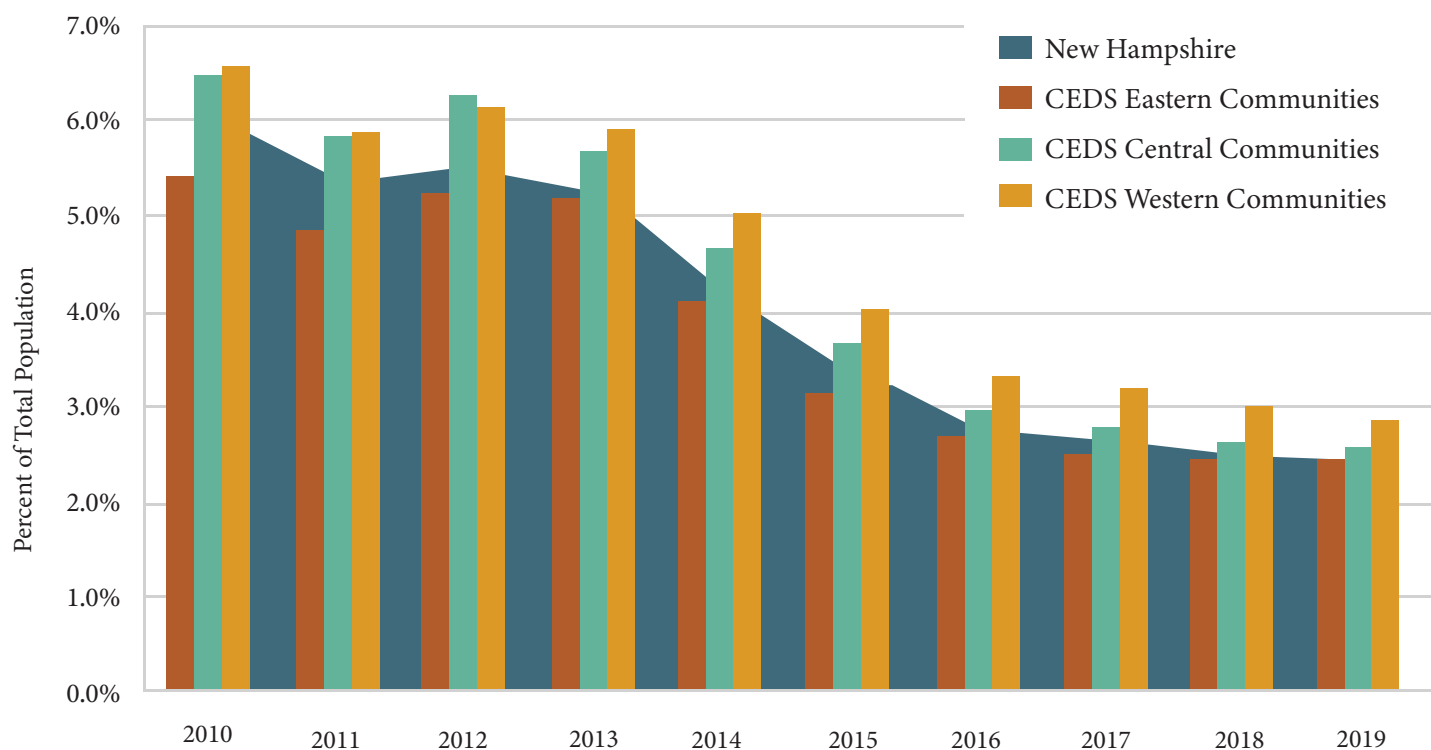
## Unemployment Rates and Trends

*\*note: the data used in this section is pre-COVID-19 and before the economic impacts of the pandemic are known.*

Table C-4 in the Appendix includes town-by-town annual unemployment data from 2009 through 2019. Over this 10-year period, rates continually decreased.

In the most recent year of data (2019), the lowest unemployment rate was in the Eastern subregion (2.4%) and highest in the Western subregion (2.9%). As it has been in previous years, the state of New Hampshire has an annual unemployment rate lower than both Hillsborough and Rockingham counties. The lowest annual rate of unemployment for 2019 was found in New Castle and Brentwood (1.8%) and the highest was in Seabrook (3.8%) followed by Plaistow (3.7%). A graphic representation of the decreasing unemployment rates over the past ten years is shown below. Note that the regional and subregional data is an average of the individual communities and not an average based on population, therefore it is not a true weighted-average.

## Annual Unemployment Rates



Source: NH Dept. of Employment Security, Economic and Labor Market Information Bureau

In addition to reviewing unemployment data on a town-by-town basis, the CEDS also reviews information based on the various NECTA through its region. The U.S. Office of Management and Budget (OMB) uses the term NECTA (New England City and Town Area) which is a geographic and statistical entity for use in describing aspects of the New England region of the United States (refer to the Regional Geography section of the CEDS, page 7 for more information on NECTAs).

As highlighted in the first table on page 22, the regional NECTAs, the New England region, and country were at five-year lows for unemployment at the conclusion of 2019. Although there was little to no change for the NECTAs from 2018 to 2019, the Pelham area was down 0.3 points, dropping below the Salem area (which was up 0.1 points), and no longer has the region's highest unemployment rate. Yet even at a rate of 3.4% annual unemployment in 2019, the Salem, NH NECTA was still less than the national annual unemployment rate of 3.7%. The Portsmouth NH-ME Metro NECTA, NH Portion remained the strongest subarea with an annual unemployment rate of only 2.3% for 2019.

## Average Annual Unemployment Rates\* for REDC CEDS Region NECTAs

	2015	2016	2017	2018	2019	5 year change from 2015-2019	1 year change from 2018-2019
Manchester NH NECTA	3.3%	2.7%	2.6%	2.4%	2.4%	-0.9%	0.0%
Nashua NH-MA NECTA, NH Portion	3.8%	3.1%	3.0%	2.8%	2.8%	-1.0%	0.0%
Pelham Town, Lowell-Billerica-Chelmsford MA-NH NECTA Division	4.7%	4.0%	3.7%	3.5%	3.2%	-1.5%	-0.3%
Portsmouth NH-ME Metro NECTA, NH Portion	3.0%	2.5%	2.4%	2.3%	2.3%	-0.7%	0.0%
Raymond NH LMA	3.4%	2.8%	2.5%	2.5%	2.5%	-0.9%	0.0%
Salem Town, NH Portion, Lawrence-Methuen- Salem MA-NH NECTA	4.3%	3.6%	3.6%	3.3%	3.4%	-0.9%	0.1%
Seabrook-Hampstead Area, NH Portion, Haverhill-Newburyport-Amesbury MA-NH NECTA Division	4.3%	3.5%	3.3%	3.2%	3.1%	-1.2%	-0.1%
Hillsborough County	3.6%	3.0%	2.8%	2.6%	2.6%	-1.0%	0.0%
Rockingham County	3.6%	3.0%	2.9%	2.8%	2.7%	-0.9%	-0.1%
New Hampshire	3.4%	2.8%	2.7%	2.5%	2.5%	-0.9%	0.0%
New England	5.0%	4.1%	3.8%	3.5%	3.1%	-1.9%	-0.4%
United States	5.3%	4.9%	4.4%	3.9%	3.7%	-1.6%	-0.2%

\*Rates are Not Seasonally Adjusted Sources: U.S. Department of Labor, Bureau of Labor Statistics; NH Economic and Labor Market Information Bureau

## Monthly Unemployment Rates\* For Regional NECTAs

	March 2019	January 2020	February 2020	March 2020	change Jan- March 2020	change March 2019-2020
Manchester NH MetroNECTA	2.6%	2.8%	2.8%	2.6%	-0.2%	0.0%
Nashua NH-MA NECTA Division, NH Portion	3.0%	3.4%	3.4%	3.1%	-0.3%	0.1%
Pelham Town, NH Portion, Lowell- Billerica-Chelmsford MA-NH NECTA Division	3.5%	4.1%	4.0%	3.8%	-0.3%	0.3%
Portsmouth NH-ME MetroNECTA, NH Portion	2.6%	2.8%	2.7%	2.6%	-0.2%	0.0%
Raymond NH LMA	2.8%	3.2%	3.2%	2.9%	-0.3%	0.1%
Salem Town, NH Portion, Lawrence- Methuen-Salem MA-NH NECTA Division	3.7%	4.0%	4.1%	3.7%	-0.3%	0.0%
Seabrook-Hampstead Area, NH Portion, Haverhill-Newburyport-Amesbury MA- NH NECTA Division	3.6%	3.8%	3.9%	3.7%	-0.1%	0.1%
Hillsborough County	2.9%	3.1%	3.2%	2.9%	-0.2%	0.0%
Rockingham County	3.0%	3.3%	3.3%	3.1%	-0.2%	0.1%
New Hampshire	2.8%	3.1%	3.1%	2.8%	-0.3%	0.0%
United States	3.9%	4.0%	3.8%	4.5%	0.5%	0.6%

\*Rates are Not Seasonally Adjusted Sources: U.S. Department of Labor, Bureau of Labor Statistics; NH Economic and Labor Market Information Bureau

Due to the COVID-19 pandemic and associated social/physical distancing requirements and mandated closures of several businesses in mid-March, it is difficult to examine the unemployment trends in the first quarter of 2020. The second table on page 22 outlines the monthly (not seasonally adjusted) unemployment rates for the first three months of 2020; however, it is important to keep in mind that the March data used comes from a survey of employment taken from the week or pay period that includes the 12th of the month and predates many of the business and school closures. Prior to the pandemic, rates in March 2020 were virtually the same as March 2019. The most recent report (April 30, 2020) from the NH Department of Employment Securities informed us that for the week ending April 25, 2020, individuals filed 14,347 claims for unemployment insurance. Between March 15 and April 18, 2020, 145,646 new unemployment claims were filed with the New Hampshire's Department of Employment Security.

On a regional and national scale, New Hampshire continued to fair well pre-COVID-19. From 2018 to 2019, all six states within New England experienced

a decrease in annual unemployment. In 2019, with an unemployment rate of 2.5%, New Hampshire is second only to Vermont with the lowest unemployment rate in the New England region, and third behind Vermont and North Dakota (tied at 2.4%) on the national scale. New Hampshire's jobless rate continued to remain below the national average rate during 2019, at 1.2% less than the U.S. average.

## Labor Force

Table C-6 in the Appendix tracks civilian labor force data at the county and state level, along with the other New England states and is summarized for 2018 and 2019, below. In 2019, the New England region averaged an unemployment rate 0.6 points less than the national rate, with Connecticut being the only New England state matching the U.S. rate. Although the unemployment rate was down across the board, the civilian labor force only increased in half of the New England states, with Maine, Rhode Island, and Vermont all losing workers. At a 1.6% increase, New Hampshire saw the largest percentage increase in the civilian labor force in the region. The

### Civilian Labor Force and Employment

REGION/ STATE	2018				2019			
(in thousands)	Civilian Labor Force	Employed	Un- employed	Unempl. Rate (%)	Civilian Labor Force	Employed	Un- employed	Unempl. Rate (%)
Hillsborough County	236.9	230.7	6.2	2.6	242.6	236.2	6.4	2.6
Rockingham County	185.4	180.3	5.1	2.8	188.4	183.3	5.1	2.7
New Hampshire	761.8	742.5	19.2	2.5	773.7	754.1	19.7	2.5
Connecticut	1,905.3	1,827.1	78.2	4.1	1,913.5	1,842.2	71.4	3.7
Maine	698.7	675.2	23.5	3.4	692.7	671.8	21.0	3.0
Massachusetts	3,805.5	3,678.4	127.0	3.3	3,817.4	3,706.6	110.9	2.9
Rhode Island	555.8	533.2	22.6	4.1	555.6	535.8	19.8	3.6
Vermont	346.1	336.8	9.2	2.7	342.2	334.1	8.2	2.4
New England	8,071.1	7,793.2	279.9	3.5	8,095.2	7,844.4	250.9	3.1
United States	162,075	155,761	6,314	3.9	163,539	157,538	6,001	3.7

Source: NH Employment Security, U.S. Bureau of Labor Statistics

growth of the labor force across the U.S. grew 0.9% from 2018 to 2019. The total number of employed workers increased about 1% for the New England states, and the number of unemployed workers decreased approximately 10%, suggesting the creation of new jobs in the region.

## Income and Poverty

The ACS collects data regarding income and poverty, and categorizes it by factors such as ethnicity, gender, age, family type, etc. For the purposes of the annual CEDS updates, REDC narrowed down the scope of data to look solely at the per capita income, since this is the factor that is often used in various reports and distress criteria. The ACS defines per capita income as the mean money income received in the past 12 months computed for every man, woman, and child in a geographic area. It is derived by dividing the total income of all people 15 years old and over in a geographic area by the total population in that area. *Note: income is not collected for people under 15 years old even though those people are included in the denominator of per capita income. This measure is rounded to the nearest whole dollar.*

Poverty is calculated as a percentage of the population below the poverty threshold, rather than giving a numerical dollar value. The Census Bureau uses a set of money income thresholds that vary by family size and composition to determine who is in poverty. If a family's total income is less than the family's threshold, that family and every individual in it is considered to be in poverty. The official poverty thresholds do not vary geographically, but they are updated for inflation using the Consumer Price Index (CPI-U). The official poverty definition uses money income before taxes and does not include capital gains or noncash benefits (such as public housing, Medicaid, and food stamps).

Table F-3 in the Appendix lists the per capita income for annual 12-month periods from 2012 through 2018 for the municipalities within the CEDS region, as well as Hillsborough and Rockingham counties, New Hampshire, and the United States. Similarly,

Table F-4 lists the percentage of the population considered below the poverty threshold for the same period and locations. The subregional and regional values of both tables are based on population counts.

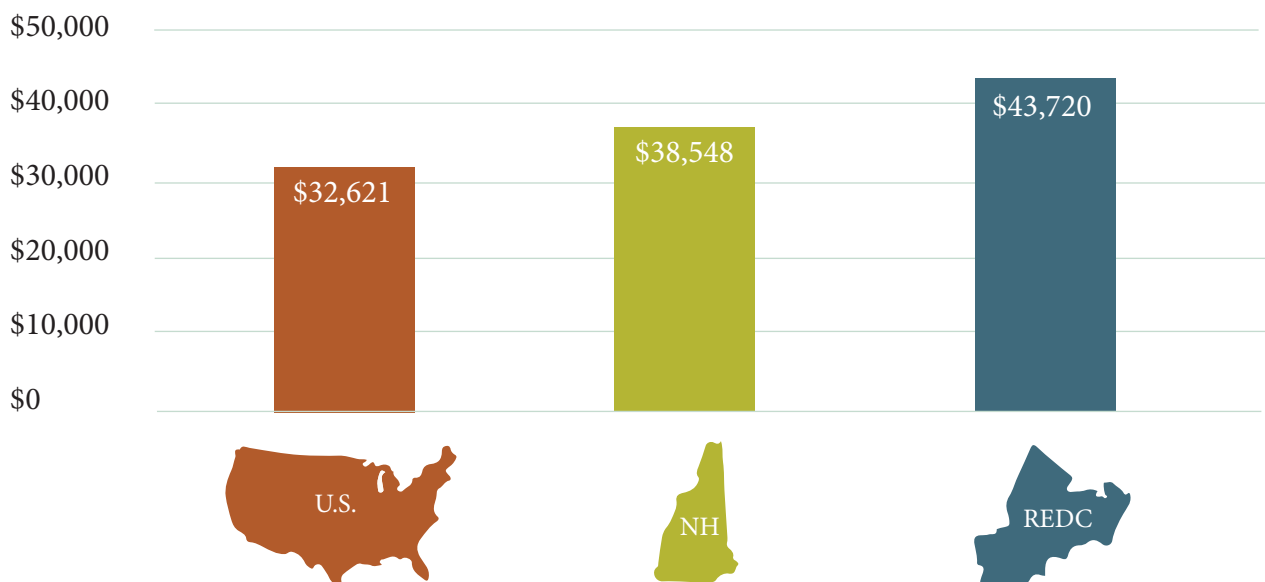
In 2018, the average per capita income for the REDC region, generated from the ACS five-year data from 2013-2018 and adjusted to 2018 dollars, was \$43,720, which was up \$2,130 from 2017. On average, the entire REDC region, the two-county area in our region, and the state all experienced an increase in the per capita income from 2017 to 2018. The Eastern subregion retained the highest per capital income in the region at \$51,401, with a 5.7% increase from 2017. The Central subregion experienced increased growth at 2.5% between 2017 and 2018, with an average income of \$42,284 in 2018, while the Western subregion, which has the lowest per capita income for the region at \$41,262 grew at 5.9% over the year.

In 2018, the REDC region average per capita income of \$43,720 continued to exceed the United States average (\$32,621) by about 34%. Although not as large of a difference, the New Hampshire state average annual income of \$38,548 was still 18% greater than that of the national average.

Looking within the REDC region in 2018, none of the communities have a lower per capita income level than the national average. At \$34,132, the town of Raymond, NH, had the lowest per capita income average in the region, while New Castle, NH continued to have the highest per capita income level within the region at \$105,175.

Although per capita incomes continued to increase roughly 3-6% across the region and state from 2017 to 2018, poverty levels didn't experience a corresponding adjustment. The one-year change from 2017 to 2018 shows the poverty levels decreasing less than 0.5% in our region and state. A summary of the poverty levels for our region, state, and U.S. for the most recent five years of data is listed below. As one might expect, New Hampshire residents experience a much lower poverty rate than that of the U.S. Similarly, most of the CEDS region fared better than the state on whole.

## 2018 Per Capita Income



Source: American Community Survey 5-year estimates.

During 2018, the Central subregion continued to experience the lowest level of poverty in the REDC region, at only 4.6%. There were only four communities within the entire REDC region having poverty levels at or above the state level of 7.9%, although, Hillsborough County on whole fared slightly worse than the state with a rate of 8.1% for 2018. At 9.9%, Nashua had the highest level of poverty in 2018, while Windham had the lowest level at only 0.7%. There were no communities within the REDC region with a poverty level greater than that of the national rate of 14.1%.

## Poverty Rates

Area	2014	2015	2016	2017	2018	2017-2018 1-year change
CEDS Eastern Communities	6.6%	6.3%	5.7%	5.1%	4.9%	-0.2%
CEDS Central Communities	5.4%	5.0%	5.0%	4.6%	4.6%	0.0%
CEDS Western Communities	6.8%	6.9%	6.9%	6.7%	6.2%	-0.5%
REDC CEDS Region	6.5%	6.4%	6.2%	5.9%	5.6%	-0.3%
Hillsborough County	8.6%	8.8%	8.6%	8.6%	8.1%	-0.5%
Rockingham County	5.7%	5.5%	5.1%	4.8%	4.7%	-0.1%
New Hampshire	8.9%	8.9%	8.5%	8.1%	7.9%	-0.2%
United States	15.6%	15.5%	15.1%	14.6%	14.1%	-0.5%

Note: Subregion and region values are weighted averages based on population.  
Source: American Community Survey; NH Office of Strategic Initiatives

# Land Use

Economic development in the region strongly influences and is influenced by land use. In addition, demographic conditions and trends influence the trajectory of the region's future land use, development, housing, and infrastructure needs. Population growth and development after World War II had profound effects on land use. U.S. Census data shows that through much of its early history, the population in the region was relatively stable. The post-war boom that began in 1950 resulted in a quadrupling of the population, from 112,500 people in 1950 to 471,204 people in 2018.

The historical landscape and land use characteristics of the region were significantly altered as a result of this growth, not simply due to the number of people, buildings, and infrastructure added, but because of how this growth was accommodated. The land area of the region was primarily rural at the beginning of this growth period, with only a few communities having densely developed town and city centers and the sewer and water facilities to support them. As the region grew, many communities avoided building sewer and water infrastructure due to the costs associated with construction and management and the desire to remain rural. The decision to not provide sewer and water treatment resulted in lower density development spread across the landscape, requiring on-site wells and septic systems. Residential development, along with roads and traffic, grew rapidly, along with a separation of residential and commercial uses and the creation of large commercial development along major roadways.

Today, the rural to urban continuum continues in the region. Residential development is distributed throughout communities and commercial and industrial development is concentrated primarily in downtowns, urban centers, and along major transportation corridors. Many towns in the region retain a low population density, yet struggle to maintain a truly rural character in the face of lost agricultural and forestland and low-density but widespread residential subdivisions. Approximately

70% of land in the region remains as undeveloped land (forest, agriculture, wetland, water, and open land), however this undeveloped land is much more fragmented by roads and buildings. Local and regional efforts to conserve open space and natural habitats through conservation continue, resulting in approximately 20% of land in the region permanently conserved from development.

Populations projections from the NH Office of Strategic Initiatives shows relatively slow growth in the region's population through 2040 and zero growth from 2030-2040. Several factors are converging to cause this, including the baby boom population beginning to age out of the workforce, immigration into the region slowing (especially from other northeastern states), and land is less available and more expensive. As a result, the focus of planning in the many of the region's communities has moved from managing growth toward planning for community development and redevelopment.

The REDC CEDS region and sub-regions exhibit considerable variations in land use. Geographic Information Systems (GIS) analysis by the Rockingham Planning Commission of 2015 land use data highlights the following:

**CEDS Eastern Subregion** – 36.9% forested, 30.0% developed, 20.0% undeveloped or wetlands, 7.3% water, and 5.7% agricultural land. Developed land in this region increased by 0.6% since the 2015 CEDS, from 37,292 acres to 37,502 acres.

**CEDS Central Subregion** – 66.8% forested, 20.9% developed, 11.4% undeveloped or wetlands, 4.7% water, and 3.7% agricultural. Developed land in this region increased by 11.7% since the 2015 CEDS, from 47,785 acres to 53,373 acres.

**CEDS Western Subregion** – 56.3% developed, 20.8% forested, 17.3% undeveloped or wetlands, 3.0% water, and 2.4% agricultural land. Developed land increased by 11.7% since the 2015 CEDS, from 75,309 acres to 96,864 acres.

CEDS portion of Hillsborough County, the most densely developed region, was 70.3% developed, 25.3% undeveloped or wetlands, 2.6% water, 1.9% agriculture, and zero percent forested. Land use data for this region is collected by the Nashua Regional Planning Commission in a manner different from the other CEDS regions. Forested areas are included as part of the primary use of each parcel, with parcels of completed forested land classified as vacate, making it difficult to compare land use to the other regions.

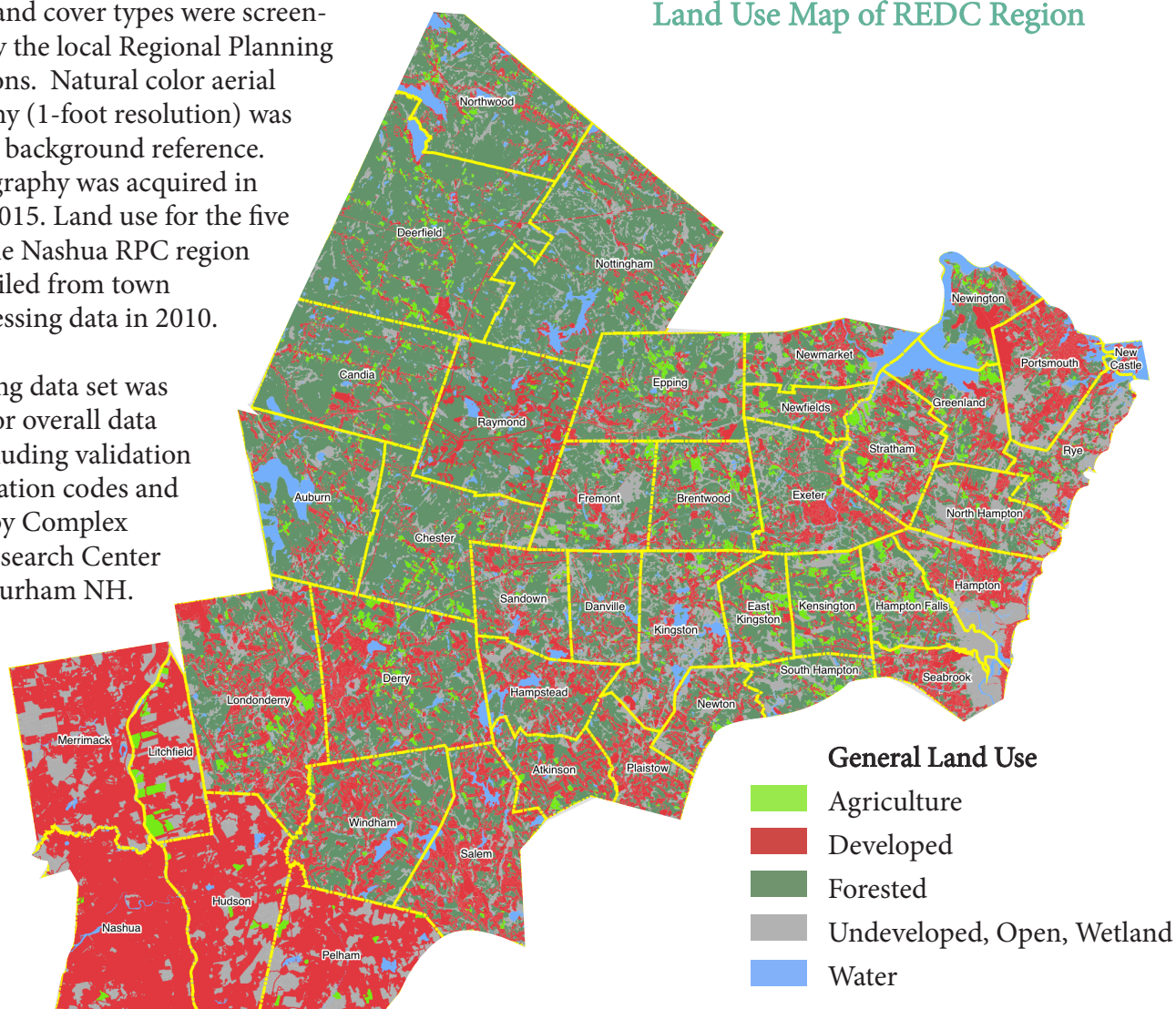
**Entire CEDS region** – 45.7% forested, 34.0% developed, 15.2% undeveloped or wetlands, 4.7% water, and 3.7% agricultural. Developed land increased by 3.2% since the 2015 CEDS, from 181,941 acres to 187,739 acres.

The four regional planning commissions operating in the REDC region – Rockingham Planning Commission, Strafford Regional Planning Commission, Southern New Hampshire Regional Planning Commission, and Nashua Regional Planning Commission – maintain regional buildout analyses to estimate the maximum amount of future development that would be possible under current zoning and land use regulations. Buildout results are available by town level and aggregated for each regional planning commission. These analyses consider land use and zoning constraints, lot and building dimensional requirements, environmental protection overlays such as wetlands and shoreland buffers, and conservation land that is deed restricted and cannot be developed. Based on current zoning and land use regulations, the potential for a 70% increase in the number of new dwelling units exists. Despite this, retaining rural character remains as a common desire expressed in local master plans.

Land use/land cover types were screen-digitized by the local Regional Planning Commissions. Natural color aerial photography (1-foot resolution) was used as the background reference. The photography was acquired in 2010 and 2015. Land use for the five towns in the Nashua RPC region were compiled from town parcel/assessing data in 2010.

The resulting data set was reviewed for overall data quality including validation of classification codes and topology by Complex Systems Research Center at UNH, Durham NH.

**Land Use Map of REDC Region**



## Transportation Systems

The REDC region is served by a well-developed roadway network, a geographically limited public transportation system, and a large variety of domestic and international freight transportation carriers. All modes of transport and goods movement are available within or near to the region, including the Port of New Hampshire, Pan Am Railways main line, and the Pease and Manchester airports.

Transportation planning in the region is the responsibility of the regional planning commissions in coordination with state, regional, and local governments. This activity is carried out through the federally mandated Metropolitan Planning Organization (MPO) process, which identifies and prioritizes transportation improvements. In cooperation with NH DOT, the MPO works to plan, prioritize, and select transportation projects for federal funding appropriated through the U.S. Department of Transportation Federal Highway Administration and Federal Transit Administration.

### Highways

An extensive roadway network serves the region. Major north-south highways include Interstates 93 and 95; NH Routes 16, 28, 102, 125; and U.S. Route 1. Interstate 95 serves as the major transportation corridor between southern and northern coastal New England and the Maritime Provinces of Canada. Its connection to NH Route 16 in Portsmouth allows it to serve as a vital link for travel to the Lakes Region, White Mountain Region, and northern New Hampshire. Interstate 93 runs from the Massachusetts state line, through the cities of Manchester and Concord and, ultimately, to Interstate 91 in Vermont. NH Route 125 serves an increasing volume of local in inter-state traffic from the Massachusetts line northerly through the region and beyond. All three highways link with Interstate 495 in Massachusetts, providing access to the Boston metropolitan area. The region's east-

west highway network is not as well developed, with access provided primarily by NH Route 101 across the center of the region, NH Route 111 in the south, and U.S. Route 4 in the north.

### Interstate 93 Corridor Activities

Interstate 93 is one of New Hampshire's principal transportation arteries and is critical to the regional economy, connecting communities in south and central New Hampshire with the Boston metropolitan area, and connecting the New Hampshire lakes region and north country to southern New England. The expansion and reconstruction of I-93 involves the widening of a twenty-mile segment, between Exit 1 in Salem and Exit 5 in Manchester, the heaviest traveled highway segment in the state. Rebuilding the segment began in 2006 and is expected to continue through much of 2020. Remaining under construction are portions of the corridor around Exit 4 as well as the segment between the Massachusetts state line and Exit 1 in Salem. In addition, the final contract will undertake corridor-wide paving of the planned fourth lane. NH DOT anticipates the total cost of the corridor upgrade to be \$580 million.

[www.rebuildingi93.com](http://www.rebuildingi93.com)



I-93 northbound, near exit 4. Photo Courtesy of NH DOT.

Intelligent Transportation System (ITS) technologies and a Traffic Incident Management Plan (TIMP) are integrated into the many improvements being made to the I-93 corridor. ITS refers to diverse technologies designed to make traveling along I-93 safer and more efficient, such as message boards, traffic cameras, permanent volume count stations, and weather monitoring systems. The TIMP for I-93 is designed to coordinate traffic and emergency operations across the multiple jurisdictional and agency boundaries serving the roadway corridor. The plan is being designed to respond to traffic collisions, natural disasters, special events, and other emergencies, with the understanding that improving communication and information exchange between NH DOT and other agencies, emergency responders, and municipalities is vital.

### **Spaulding Turnpike Newington-Dover**

The Spaulding Turnpike (NH 16/U.S. 4) is a major, limited access north-south highway that links the seacoast area of Rockingham County and I-95 to the major urban areas of Strafford County, including the communities of Dover, Somersworth, and Rochester. It also provides an important link to Concord via U.S. Route 4 and to vacation and tourist destinations in the Lakes Region and the White Mountains. The Turnpike is part of the National Highway System (NHS) reflecting its significance as an important transportation link in the state and regional systems. Construction on the Spaulding Turnpike between Newington and Dover to add new travel lanes, reconfigure exits, and rehabilitate bridges over Little Bay to reduce congestion began in 2010. Work on the bridges themselves and the Newington portion of the roadway has been completed and is now focused on building a permanent southbound segment from the Dover tolls south, the reconstruction of Dover Point Extension, and work on Route 4 west of the turnpike. Major construction is expected to be completed during summer 2020. The other remaining component is addressing the General Sullivan Bridge. The current preferred alternative for that structure is to remove the bridge superstructure and replace with a steel girder superstructure and structural steel frame utilizing the existing piers. This will create a 16-foot wide, ADA accessible, multiuse

path approximately 22.5 feet away from the Little Bay Bridge. The total project is expected to be completed in 2022, with a cost estimate of \$271 million.

[www.newington-dover.com](http://www.newington-dover.com)

### **Ocean Boulevard (NH 1A) Reconstruction**

The recently completed update to the Transportation Master Plan for the Hampton Beach Area detailed \$28.6 million (current cost of construction only) in improvements to be made for the full reconstruction of Ocean Boulevard, NH Route 1A, in Hampton. The total funding needed for these improvements after accounting for inflation, engineering, right-of-way, and other development costs, is approximately \$60 million and will result in not only an improved roadway, but a more effective drainage system, safe, convenient and appropriately sized pedestrian and bicycle accommodations, as well as more efficient traffic flow. Phase 1 work is slated to take place between 2019 and 2024, with \$8.3 million in funding included in the state's Ten-Year Transportation Improvement Plan. This initial work will fully reconstruct the portion of the roadway from Epping Avenue through the north Ashworth Avenue intersection addressing the drainage problems, and will result in two northbound travel lanes, widened and curbed sidewalk along both sides, well defined pedestrian crossing points, a bicycle lane and parking zones for delivery vehicles.

[https://www.nh.gov/dot/projects/hampton40797/documents/40797\\_rpt\\_08012018.pdf](https://www.nh.gov/dot/projects/hampton40797/documents/40797_rpt_08012018.pdf)

### **Bridge Infrastructure**

The NH Department of Transportation's 2020 annual report of state and municipally owned "Red List Bridges" lists 125 state owned bridges and 243 municipally owned bridges "requiring interim inspections due to known deficiencies, poor conditions, weight restrictions, or type of construction." All bridges in New Hampshire are inspected annually by NH DOT and those on the Red List are inspected twice yearly by the Bureau of Bridge Design's Inspection Section.

**In the CEDS region, work is underway on the following bridges on the State's Red List:**

### **Neil R. Underwood Memorial Bridge**

NH Route 1A Bridge, Hampton-Seabrook – This bridge over the Hampton River connects the towns of Hampton and Seabrook and ranks #1 on the state's 2018 priority list of "red-listed bridges" and is considered a "High Impact Bridge" by NHDOT due to the size of the structure and the lift component. Interim repairs were completed in 2018 and involved the removal, repair, and reinstallation of the operating machinery for the drawbridge to ensure continued function until the larger project can be completed. Planning and design for the rehabilitation or replacement is underway and includes ongoing meetings with a Public Advisory Committee and coordination with the Coast Guard and Army Corps of Engineers to determine the type, size, and location of the new bridge. Construction is expected to begin in 2023.

<https://www.nh.gov/dot/projects/seabrookhampton15904/index.htm>

### **New Castle-Rye Bridge Rehabilitation and Replacement**

This bridge carries traffic traveling along NH Route 1B, over Little Harbor, an outlet of the Piscataqua River, between New Castle and Rye. The bridge was built in 1942 and ranks #7 on the state's priority list and includes a span that can be lifted to allow the passage of boats. A new bridge is needed to accommodate modern truck loads. NH DOT has been working with the abutting communities and has recommended a fixed bridge with no lift span due to costs and the limited number of lift openings in the past. Construction work is anticipated to begin in 2021.

<https://www.nh.gov/dot/projects/newcastlerye16127/>

### **North Hampton**

Planning began in 2017 to replace the bridge carrying U.S. 1 over the former B & M railroad line in North Hampton. A public hearing on the NH DOT's design for the new bridge was held in October 2018 with plans for work to begin in 2021. The project will also

include some safety improvements to the intersection of North Road with U.S. 1.

<https://www.nh.gov/dot/projects/northhampton24457/index.htm>

### **I-95 High-Level Bridge**

The New Hampshire and Maine Departments of Transportation are partnering to rehabilitate this critical bridge over the Piscataqua River to extend its life another 50 years. The bridge carries 70,000 vehicles a day and is a vital economic link in New England and will be under construction from spring 2019 until summer 2022. The two states have implemented closures at Exit 7 in New Hampshire and Exit 1 in Maine, daytime and overnight lane closures, and options for intelligent transportation systems that enable the shoulder lane to be open to traffic during periods of heavy volume. Repairs are estimated to cost \$62 million and include bridge deck patching and repair, joint replacement, repaving and replacement of the bridge rail, median, and drainage systems. Additionally, upgrades will be made to the bridge to allow for part-time use of the shoulders as travel lanes during periods of heavy traffic.

<https://www.buildingabettergateway.com/piscataqua-river-bridge/>

The current Red List report is available on the NHDOT website:

<https://www.nh.gov/dot/org/projectdevelopment/bridgedesign/documents/bridge-state-red-list.pdf>

### **Smaller projects underway in the region:**

#### **I-93 Exit 4A**

In cooperation with the Federal Highway Administration and NH DOT, the towns of Derry and Londonderry are planning a new diamond interchange on I-93 to provide access to the east side of I-93. The purpose of the project is to reduce congestion and improve safety along NH Route 102 and promote economic vitality in the area.



NH Route 125 in Epping, NH.

## Epping

NH Route 125 capacity and traffic management improvements from Brickyard Plaza to NH 87: This project is early in the engineering phase and will focus on strategic widening and implementation of other methods to improve traffic flow along the corridor, such as signal synchronization and improved access management. Total Cost = \$14.2 million and it is expected to begin construction in 2023.

## Newfields-Newmarket

This project will replace the NH 108 bridge over the B&M Railroad. There is the consideration of additional improved shoulders to more safely accommodate bicycle traffic. Total Cost = \$6.4 million and construction is anticipated to start in 2022.

## Plaistow-Kingston

Reconstruct NH 125: anticipated three lanes, from south of Plaistow-Kingston town line northerly approximately 1.8 miles to tie into work completed at the Hunt Road/Newton Junction Road intersection with NH 125. This is the final phase of construction for the Plaistow-Kingston NH 125 corridor study completed in 1999. The project is anticipated to construct a three-lane cross section, address safe driveway and side-street access, and improve shoulders. Additionally, accommodations are planned for improvements to the Hunt Road/Newton Junction Road traffic signals to better facilitate bicycle and pedestrian crossings and future sidewalk construction. Total Cost = \$16.8 million and the project is anticipated to start construction in 2023.

## Portsmouth

This project will make improvements to a heavily developed segment of U.S. 1 between Ocean Road and Peverly Hill Road. The project is early in the design stages and may incorporate selective widening, signal synchronization, access management, and other improvements. Total Cost = \$11.6 million and construction is anticipated to begin in 2025.

## Seabrook

This project will implement capacity improvements on U.S. 1 from New Zealand Road to the Hampton Falls town line to address persistent congestion. Signal improvements at the North Access Road and revised driveway access are also anticipated. A signal or some other access improvement to Rocks Road are also being considered. Total Cost = \$2.9 million and construction is anticipated to begin in 2023.

## Bus and Human Services Transportation

The CEDS region benefits from a growing network of publicly subsidized bus service, resulting in an increase in the number of bus riders. These range from intercity services on I-95 and I-93, to regional and local fixed-route service to local demand-response providers. Fixed-route service is available in the more populated communities in the region and includes:

**Boston Express** – connecting Concord, Manchester, Londonderry, Salem, and Boston in the I-93 corridor, including bus stations at Exit 2 in Salem and Exits 4 and 5 in Londonderry.

[www.bostonexpressbus.com](http://www.bostonexpressbus.com)

**C & J** – operating between Dover, Portsmouth, Newburyport, MA, Boston and New York City along the I-95 corridor, with bus stations in Dover and Portsmouth. [www.ridecj.com](http://www.ridecj.com)

**The Cooperative Alliance for Seacoast Transportation (COAST)** – operates routes in Rockingham and Strafford counties, including commuter express service, local fixed routes, and demand response service for people with disabilities. [www.coastbus.org](http://www.coastbus.org)

**The University of New Hampshire's Wildcat Transit system** – provides service from the Durham campus to Newmarket, Dover and Portsmouth.

<https://www.unh.edu/transportation/buses-shuttles>

**Merrimack Valley Regional Transit Authority (MVRTA)** – offers only a single stop in the CEDS region at the State Line Plaza in Plaistow.

[www.mvrta.com](http://www.mvrta.com)

**The Greater Derry-Salem Cooperative Alliance for Regional Transportation (CART)** transit system was begun in 2006 and provides curb-to-curb demand response public transportation and route deviation shuttle service five days a week in the communities of Chester, Derry, Hampstead, Londonderry, and Salem. [www.cart-rides.org](http://www.cart-rides.org)

The CEDS region has one of the fastest growing senior populations in New Hampshire, and the population is growing. Access to transportation for medical care, groceries, and other basic life needs can make the difference for many people in being able to live independently and age in place. While COAST and CART offer excellent service, many residents rely on non-profit organizations to provide limited mobility service. Area hospital needs assessments continue to point to the need for expanding transportation options. Major non-profit providers in the region include:

- Transportation Assistance for Seacoast Citizens (TASC) covering eight communities in the eastern CEDS region [www.tasc-rides.org](http://www.tasc-rides.org)
- Rye Senior Serve serving Rye;
- Community Caregivers of Greater Derry serving seven communities in western Rockingham County [www.comcaregivers.org](http://www.comcaregivers.org)
- Greater Salem Caregivers serving Salem and Pelham [www.salemcare.org](http://www.salemcare.org)
- Ready Rides serving nine communities in Rockingham and Strafford counties [www.readyrides.org](http://www.readyrides.org)

- Rockingham Nutrition Meals on Wheels Program [www.rockinghammealsonwheels.org](http://www.rockinghammealsonwheels.org)

- Lamprey Health Care Senior Transportation <http://lampreyhealth.org/services/senior-transportation-program/>

More complete directories of regional transportation services can be found at:

- Directory for eastern Rockingham and Strafford counties: <http://communityrides.org>
- Directory for western Rockingham County: <https://www.therpc.org/application/files/1915/0548/2908/DerrySalem-TranspDirectory-2017.pdf>

## Commuter Rail

**Downeaster** – Amtrak operates the only commuter rail service operating in the CEDS region, serving 12 communities in three states. The regional service, known as the Amtrak Downeaster, provides daily service between Brunswick, ME and Boston, MA, with 10 intermediate stops, including stops in New Hampshire in Dover, Durham, and Exeter. The Downeaster makes five round-trips daily between Portland and Boston, with three of those trips extending to Freeport and Brunswick, ME. The Downeaster broke ridership records again in 2019 carrying 574,404 passengers, a 7.8% increase over 2018. In August 2019 the train carried a monthly record of 60,944 trips.

**Capital Corridor** – Advocates for commuter rail in New Hampshire have been working for nearly two decades to establish passenger rail service from Concord to Boston. These two capital cities are currently served by Interstate 93 and Route 3, the busiest highway corridor in the New Hampshire with 165,000 vehicles each day. Supporters of passenger rail service cite concerns about traffic congestion, sprawl development, air quality, and reliance on single-occupant vehicles as reasons for establishing passenger rail service from Concord to Boston.

NH Senate Bill 241 passed the State Legislature in 2019 and became law without the governor's signature. The bill enables NH DOT to use \$4 million of its Federal Transit Administration funding plus toll credits to complete the Project Development Phase of the project. This next phase will include an analysis of the engineering and environmental aspects of extending passenger rail from Boston to Manchester and develop a financial plan for the project. NH DOT and the former NH Hampshire Rail Transit Authority (NH RTA) completed the first phase of the NH Capital Corridor Study in 2015, proposing two stops in Nashua, a stop at the Manchester-Boston Regional Airport, and a stop in downtown Manchester. The study indicated positive economic development impacts of passenger rail service, including the creation of 5,600 permanent new jobs, 3,400 construction jobs, \$750 million in commercial and residential development, and millions of dollars of reinvested worker earning.

### Airports

The REDC region is served by two regional airports, Manchester-Boston Regional Airport in Manchester and Pease International Tradeport in Portsmouth. Pease airport opened for civilian use in 1991, following the closure of the Pease Air Force Base, and offers limited air passenger and freight flights as well as corporate and general aviation. Manchester-Boston Regional Airport provides passenger, cargo and general aviation air services. The airport served 1.7 million passengers in 2019, down from 4.3 million passengers in 2005.

### Freight

Intermodal freight such as truck, rail, air, and ocean shipping play an important role in the region's continued economic development. Many businesses rely on freight service to meet the needs of their customers and to receive raw materials for use in production. The movement of goods in the region is accomplished by a variety of freight options – air, rail, truck, pipeline, ships, and multiple modes, including mail.

The region is served by direct airfreight services at Pease International Tradeport. The Fixed Base Operator at Pease Airport provides cargo handling by truck and air. The facility can accommodate the largest cargo planes and has 45,000 square feet of warehouse facilities in close proximity to rail, deep water port, and Interstate 95. Boston's Logan Airport and the Manchester-Boston Regional Airport are located less than 50 miles away, adding access to a wide variety of air cargo serving markets throughout North America and the world.

The REDC region is served by the main line of Pan Am Railways, a major U.S. regional railroad, historically known as the Boston and Maine Railroad. The mainline is categorized as a Class 4 track, which allows passenger speeds up to 80 mph and freight rail. Branch line freight services are currently available between the main line and Portsmouth and over the Sarah Long Bridge into Maine on a Class 1 track. Intermodal (rail-truck) facilities operated both by Pan Am and Conrail in the Boston area, and by the St. Lawrence and Atlantic Railway in Auburn, ME are within easy reach of the region. Through these connections, shippers have access by rail to points throughout North America, and using Rail Land Bridge services, throughout the world.

### Marine

Portsmouth is home to the Port Authority of New Hampshire, a division of the Pease Development Authority, a deep-water port with wharves, piers, warehouse space, and rail access. The port handles approximately four million tons of cargo each year. The 2019 NH Statewide Freight Plan estimates the amount of cargo handled will increase by almost four times by 2040. The Division of Ports and Harbors Market Street Marine Terminal, located on the Piscataqua River, is the only public access, general cargo terminal on the river. The port is a designated Foreign Trade Zone, a special designation awarded by the U.S. Dept. of Commerce enabling incentives for business to locate within the zone, including the reduction, deferment, or elimination of custom duties on imports.

<https://www.nh.gov/dot/org/projectdevelopment/planning/freight-plan/documents/NH-Freight-Plan-FINAL-REPORT-Jan-2019.pdf>

## New Hampshire Seacoast Transportation Corridor Vulnerability Assessment & Plan (STCVA)

Partners from the Rockingham Planning Commission, NH Department of Transportation, NH DES Coastal Program, and the University of NH are collaborating on a new project– the New Hampshire Seacoast Transportation Corridor Vulnerability Assessment & Plan (STCVA). Coastal storms and flooding already threaten state and local transportation infrastructure in New Hampshire’s seacoast. These risks are expected to increase with sea level rise, causing potential daily inundation of some transportation assets within the next 80 years. Sea level rise and other climate change impacts will need to be considered as municipalities and NH DOT will maintain or replace aging existing transportation assets and design and construct new systems. Effective adaptation to increasing coastal flood risks will depend upon coordination among transportation decision-makers, municipalities, regulators, and other authorities to share information and develop consistent (or complimentary), transparent methods to ensure a safe and functioning NH Seacoast Transportation Corridor (STC).

The goal of the STCVA project is to improve regional coordination in New Hampshire for transportation networks vulnerable to sea-level rise and coastal flooding in order to maximize information sharing, identify opportunities to fill data gaps, and develop shared understanding of options for future transportation planning. The project will be guided by the Corridor Advisory Committee (CAC) comprised of representatives from 10 coastal corridor municipalities – 7 Atlantic coast municipalities and Greenland, Stratham, and Exeter – and project team members. The area of interest includes road networks from Route 1A west to I-95 and other primary connector roads. The CAC held its first meeting on March 13, 2020 and will meet periodically to review project materials throughout the term of the grant until March 2021.

This project is funded, in part, by NOAA’s Office for Coastal Management under the Coastal Zone Management Act in conjunction with the New Hampshire Department of Environmental Services Coastal Program.

## Sewer and Water Systems

There are 10 municipal sewer systems operating wastewater treatment facilities in the REDC region, primarily servicing the more suburbanized and urbanized communities. Many of these facilities have received substantial upgrades in recent years to comply with EPA mandates in order to reduce the amount of nitrogen and other pollutants being discharged from wastewater treatment plants. The NH Department of Environmental Services (DES) estimates cost associated with wastewater treatment infrastructure improvements statewide to be almost \$2 billion, with approximately \$450 million in the REDC region.

Municipalities in the region continue to make significant investment in infrastructure to manage stormwater. Water pollution from stormwater runoff accounts for over 80% of the pollution entering surface waters in the region. Much of this stormwater comes from rain and snowmelt running off of roads, parking lots, roofs, and lawns. Most municipalities are required by U.S. EPA to comply with the NPDES Stormwater Program to identify and remove sanitary and other wastes from stormwater systems, monitor the water quality of stormwater, and encourage low impact development and the installation of green infrastructure, such as rain gardens. Investment to improve wastewater infrastructure will be an ongoing need in the region for years to come.

There are fourteen large water systems operating in the REDC region, the majority owned and operated by municipalities. All but two of these systems rely on groundwater withdrawals to meet demand. Systems operated by the towns of Exeter and Salem rely on surface water withdrawals. The DES Drinking Water and Groundwater Bureau works with water system operators, both public and private, to implement local groundwater protection programs, promote water conservation, and ensure accurate water use and testing. DES estimates over 74% of the population in the region is served by community water systems, with the remaining served by private wells.

DES estimates demand for water in the region is expected to grow by more than 50% by 2025, to more than 40 million gallons per day. The estimation reflects demand for water by homes, business, industry, and irrigation. Residential use accounts for more than 70% of all water use in the region, and the type of housing development significantly affects the amount of water used. Homes in less urbanized areas with extensive lawns consume a much greater volume of water than homes in areas with a higher population density. It continues to be important for communities and water suppliers to make land use and other policy decisions that protect ground and surface water resources and maximize the efficient use of water.

## SPOTLIGHT

### Southern New Hampshire Regional Water Project

Established in 2019, the Southern New Hampshire Regional Water Project is a partnership that is interconnecting the water systems of Manchester, Derry, Salem, Windham, Atkinson, and Plaistow and includes utility companies in Hampstead and Merrimack. The goal of the project is to ensure that communities have a safe and reliable source of water, as these communities have lost water supply sources due to contamination and periods of drought. To meet future water needs, a network of water mains, pumps, and tanks will distribute water from the Merrimack River and Lake Massabesic in Manchester through Derry to Salem and the surrounding towns, creating the largest water distribution in the state. Construction began in September 2019 and completion is anticipated in December 2020.

The towns will pay for construction with \$27 million in funds from the settlement between the state and polluters responsible for the chemical additive MtBE, which has been found in groundwater and wells throughout southern New Hampshire. The project is in two phases with Phase One being construction of infrastructure capable of providing one million gallons per day of flow from Manchester to the surrounding towns. Phase Two of the project will use the same infrastructure and increase the total day flow to over three million gallons per day. DES estimates Phase One will provide water supply directly to approximately 10,000 additional users, and Phase Two increasing the supply to approximately 31,000 new water users.

The project is seen as an important economic tool, enabling increased development in areas currently without reliable and clean drinking water. In addition, new infrastructure constructed for this project provides an effective starting point for each of the towns to expand upon in the future. At Town Meeting in March 2020, Windham residents approved the first step in creating a Tax Increment Financing (TIF) District to spur development in targeted areas of towns, including property abutting the new waterline constructed for the regional water project. [https://www4.des.state.nh.us/nh-dwg-trust/wp-content/uploads/2018/02/20171102-So-NH-Regional-Option\\_Trust-Fund.pdf](https://www4.des.state.nh.us/nh-dwg-trust/wp-content/uploads/2018/02/20171102-So-NH-Regional-Option_Trust-Fund.pdf)

# Utilities

**Electricity** – Four electric utilities serve the REDC region: Eversource (formerly PSNH), Unitil, Northeast Electric Cooperative, and Granite State Electric. Eversource is the largest provider of electricity in the region and operates two power generation plants, Schiller Station in Portsmouth, (which burns coal, oil and wood,) and the Newington Station in Newington, which burns gas or oil. NextEra Energy operates a nuclear power facility in Seabrook, known as the Seabrook Station. With its 1,244 megawatt electrical output, Seabrook Station is the largest individual electrical generating unit on the New England power grid, providing 57% of New Hampshire's electricity net generation. New Hampshire's power plants generate more electricity than the state consumes, and between one-third and half of the electricity generated in New Hampshire is sent to other states and to Canada over a high-voltage transmission network operated by Independent System Operator-New England.

Each utility offers a variety of residential, business and municipal energy efficiency, purchasing and rebate programs focused on retrofits, replacement systems and new construction. New Hampshire's regulated electric distribution utilities jointly develop and offer their customers energy efficiency programs under a statewide program known as NH Saves. [www.nhsaves.com](http://www.nhsaves.com)



Photography by Chelsea on Unsplash.

**Renewable Energy** – More than 20% of New Hampshire's electricity net generation comes from renewable sources, with hydroelectric and biomass facilities providing most of the renewable power. Wind turbines and, to a much lesser extent, solar energy supply the rest. Wood is the mainstay of the state's biomass energy industry, both for power generation and space heating. New Hampshire's renewable portfolio standard requires that the state's electricity providers, except municipal utilities, acquire 25.2% of the electricity they sell from renewable energy sources by 2025.

**Natural Gas** – The distribution of natural gas in the region is provided by three utilities regulated by the NH Public Utilities Commission - Unitil, Keyspan, and Energy North. Gas supply for residential, commercial, and industrial customers is provided by two gas transmission pipelines running from Dracut, MA into Salem, NH and north through Plaistow, Newton, East Kingston, Exeter, Stratham, Greenland, Portsmouth, and Newington. The six-inch gas line is owned by Unitil and is linked to the major, nationwide natural gas distribution system. An eight-inch line runs parallel to this line from Plaistow to Exeter. An interstate, high pressure, 30-inch gas transmission pipeline owned jointly by Portland Natural Gas Transmission System and Maritimes Northeast Pipeline runs through Rockingham County, providing access to gas production facilities in Nova Scotia and western Canada.

**Telecommunications and Broadband** – Telecommunications service, both analog and digital, are reliably available in the majority of the CEDS region. High speed Internet, commonly referred to as broadband, has become an essential component to the region's success, providing service for telemedicine, education, teleconferencing, email, and more. The Federal Communication Commission defines broadband service as 25Mbps download speed and 3Mbps upload speed. With only two primary broadband providers in the region, Comcast and Fairpoint, a lack of competition among providers is seen as preventing consumer choice and creating high costs.



Photography by Nicholas Doherty.

## SPOTLIGHT

### Offshore Wind Renewable Energy

In January 2019, Governor Sununu requested the establishment of an intergovernmental offshore wind renewable energy task force for the state. Given the regional nature of offshore wind energy development, the U.S. Department of the Interior Bureau of Ocean Energy Management (BOEM) decided to establish a Gulf of Maine Task Force with representation from New Hampshire, Massachusetts, Maine, and federally recognized tribes in the area.

The Task Force held its first meeting in December 2019 at the University of New Hampshire (UNH) to facilitate coordination and consultation among federal, state, local, and tribal governments by introducing their respective roles and responsibilities regarding offshore wind energy and the renewable energy leasing process. Renewable energy goals for each of the three states were discussed and information was shared by offshore wind jurisdictional authorities, including the Department of Defense, U.S. Coast Guard, NOAA National Marine Fisheries Service and NOAA National Ocean Service. Ocean users also participated and representatives from the Northeast Regional Ocean Council, New England Fisheries Management Council, Responsible Offshore Development Alliance, and U.S. Department of Energy shared information. In addition to Task Force members, members of the public attended, including representatives from the commercial fishing industry, wind energy developers, academic researchers, and interested citizens.

Next steps for offshore wind renewable energy include identifying wind leasing areas in federal Gulf of Maine waters, likely at least several miles offshore. The area is thought to have one of the best potential wind resources in the world. This process will include gathering input regarding marine wildlife and ecosystems, navigational concerns, and commercial fisheries. [www.boem.gov/Gulf-of-Maine](http://www.boem.gov/Gulf-of-Maine)

## Water Quality

Since 1990, the amount of developed land in the REDC region has doubled. As forest and farmland are converted to buildings, roads, and parking lots, the amount of impervious surface increases, causing rain and snowmelt to wash across the surface and carry pollutants into rivers and streams, lakes and ponds, Great Bay, and the Atlantic Ocean. From 1990 to 2019, the rate of impervious surface created in the region outpaced the population growth, with the amount of impervious surface doubling while the population grew approximately 20 percent. This increase in development also yields an increase in septic systems and wastewater that further threaten water quality.

In the REDC region, the increase in impervious coverage has resulted in a decline in water quality, causing long term impacts to the natural environment, municipal budgets, and land development. In 2008 the NH Department of Environmental Services (DES) designated the Great Bay Estuary as an “impaired” waterbody that does not meet state water quality standards. Many of the municipalities in the REDC region lie within the Great Bay watershed and as a result permits and approvals required by federal and state agencies for infrastructure such as wastewater treatment plants have invoked stricter requirements and higher costs. New federal, state, and local regulations for stormwater management for new development and redevelopment have been adopted or are pending in order to mitigate the impacts of development to protect water quality.

In addition to Great Bay, many of the rivers, lakes and pond, in the REDC region are listed as “impaired or threatened by a pollutant or pollutants” by DES. DES is required by the Federal Clean Water Act to compile and report every two years on the quality of surface water in the state. The listing of a water body on the impaired list is a catalyst for enacting change

in local land use regulations and for educating homeowners and businesses about threats to water quality and how these threats can be reduced or prevented. The current list of impaired waters in the region is available on the DES website:

<https://www.des.nh.gov/organization/divisions/water/wmb/swqa/index.htm>

Important water quality programs underway in the region include:

**MS4 Permitting** – The U.S. EPA estimates 83% of the surface water quality impairments in New Hampshire are due to polluted stormwater runoff entering surface water. Stormwater is created when rain and melting snow flows over roads, parking lots, and yards, collecting heavy metals, bacteria, and other pollutants and carry those pollutants into the region’s water supply. Polluted stormwater runoff is frequently transported through Municipal Separate Storm Sewer Systems (MS4) and discharged into local water bodies. In January 2017 the US EPA issued the 2017 New Hampshire Small MS4 General Permit. Most municipalities in the CEDS region are subject to the 2017 MS4 permit requirements. The permit requires municipalities to enact six minimum control measures: public education and outreach, public involvement and participation, illicit discharge



Great Bay, Stratham, NH.

detection and elimination, construction site stormwater control, post-construction stormwater management, and pollution prevention. Regulated communities were required to develop a Stormwater Management Program (SWMP) by July 1, 2019 and must report to EPA annually on minimum control measures undertaken. <https://www.des.nh.gov/organization/divisions/water/stormwater/ms4.htm>

**Draft Great Bay Total Nitrogen Permit** – In January 2020 U.S. EPA Region 1 issued a draft Clean Water Act permit designed to decrease nitrogen discharges into the Great Bay estuary and improve water quality and the health of ecosystems. Under the terms of the draft permit, 13 wastewater treatment plants in 12 New Hampshire communities would take further steps to reduce nitrogen charges to Great Bay. The Draft Permit established effluent limitations and nitrogen monitoring requirements. EPA believes the Draft Permit provides communities with flexibility to achieve the necessary nitrogen reductions through an adaptive management approach, which allows investment in point (wastewater treatment plants) and nonpoint (stormwater runoff) sources of nitrogen pollution. The Draft Permit also proposes that the 12 municipalities contribute equally to the cost of annual monitoring of water quality, eelgrass, and sediment monitoring throughout the estuary. EPA held a public hearing on the Draft Permit on February 19, 2020 and accepted public comment until May 8, 2020. <https://www.epa.gov/npdes-permits/draft-great-bay-total-nitrogen-general-permit>

**PFAS** - Threats to groundwater quality by chemical contamination are an ongoing concern for municipalities and businesses in the CEDS region. Residents, businesses, and municipal officials in the seacoast and southern New Hampshire continue to work with state and federal regulators and legislators to address concerns about threats to public health posed by PFAS contaminants present in drinking water supplies. PFAS (Per- and polyfluoroalkyl substances) are man-made chemicals manufactured and used in a variety of industries since the 1940s.

The chemicals are very persistent in the environment and the human body and there is evidence that exposure to PFAS can lead to adverse human health effects. In the CEDS region, contamination sources include leachate from a landfill that is an EPA Superfund site, manufacturing compounds from private industry, and fire-retardant chemicals used at the former Pease Air Force Base.

In 2019, the NH Department of Environmental Services (DES) adopted rules that establish health-based drinking water standards or Maximum Contaminant Levels (MCLs) and Ambient Groundwater Quality Standards (AGQS) for PFAS. The effective date upon which the rules became enforceable standards was September 30, 2019. However, effective December 31, 2019, the Merrimack County Superior Court issued a preliminary injunction barring enforcement of these rules due to the alleged failure of DES to appropriately consider the costs and benefits for the rules. As a result, there currently no enforceable MCLs for PFAS in New Hampshire and the 2016 rule for AGQS remains in effect while the 2019 rules are under the injunction. The NH DES website provides updated information on the State's work relative to PFAS:

<https://www4.des.state.nh.us/nh-pfas-investigation/>

NH DES manages several other programs related to water quality and public health, including a Beach Inspection Program, Clean Lakes Program, Lakes Management and Protection Program, Lead and Copper in Drinking Water Programs, Private Well Testing Program, Rivers Management and Protection Program, Shellfish Program, Shoreland Program, Stormwater Program, Volunteer Lake and River Assessment Programs, Water Supply Land Conservation Grants, Watershed Management Bureau, and Wetlands Bureau.

<https://www.des.nh.gov/programs/index.htm>

In addition, regional planning commissions in the CEDS region can assist municipalities with land use regulations and programs designed to improve water quality protection.

## SPOTLIGHT

### Regional Stormwater Coalitions

To assist with meeting MS4 permit requirements, several municipalities in the CEDS region have formed regional stormwater coalitions. Coalition members include representatives from municipal departments responsible for stormwater management. Coalitions host workshops on permitting, technical assistance, education and outreach, as well as roundtable discussions to brainstorm ideas for meeting MS4 permit requirements. Coalitions have also solicited and managed grant projects to develop educational curriculum for schools and local officials. Coalitions in the region include the Manchester Area Stormwater Group, the Nashua Area Stormwater Group, and the Seacoast Stormwater Coalition. Staff from NH DES work closely with these coalitions.

<https://www.des.nh.gov/organization/divisions/water/stormwater/coalitions.htm#seacoast>



March 27, 2019 1St Annual New Hampshire Stormwater Coalition meeting. Photography provided by NH DES.

authorized under the Coastal Zone Management Act and is administered by the NH DES. The Coastal Program provides funding and staff assistance to municipalities, regional planning commissions, and regional organizations to protect water quality, restore coastal habitats, and help make communities more resilient to flooding and other natural hazards. The Coastal Program supports the region's economy by helping to preserve the environmental health of the coast and Great Bay and Hampton/Seabrook estuaries for fishing, shellfishing, and assistance with maintenance of ports, harbors, and tidal rivers for commercial and recreational uses. <http://des.nh.gov/organization/divisions/water/wmb/coastal/>

**The Great Bay Estuarine Research Reserve (GBNERR)** is part of a national network of protected areas and promotes long-term research, education, and stewardship throughout Great Bay estuary. Created under the Coastal Zone Management Act, the National Estuarine Research Reserve partnership program between the National Oceanic and Atmospheric Administration (NOAA) and the coastal states protects more than one million acres of the nation's most important coastal resources. The NH Fish and Game Department manages the Great Bay Reserve, which was designated in 1989. The Reserve is also supported by the Great Bay Stewards, a non-profit friends group. [www.greatbay.org](http://www.greatbay.org)

### Estuarine and Coastal Resources/Ecosystems

The Great Bay estuary, Hampton/Seabrook estuary, tidal rivers, and Atlantic Ocean coastline are significant components of the natural, aesthetic and economic character of the REDC region. Protecting these unique ecosystems is important to supporting the region's character and quality of life, both of which attract new residents, businesses, and tourists.

Several institutional mechanisms are in place to help manage estuary and coastal resources, especially the effects of growth and development on these unique ecosystems:

**The New Hampshire Coastal Program** is one of 34 federally approved coastal program

**The Piscataqua Region Estuaries Partnership (PREP)** is a part of EPA's National Estuary Program, a joint local/state/federal program established under the Clean Water Act with the goal of protecting and enhancing nationally significant estuarine resources. PREP is administered by the University of New Hampshire. PREP is responsible for developing and maintaining the region's Comprehensive Conservation and Management Plan, which outlines key issues and priorities related to management of Great Bay and Hampton/Seabrook estuaries, and proposes strategies to preserve, protect, and enhance the estuaries. Projects that address these priorities are undertaken throughout the region in partnership with state agencies, municipalities, and regional conservation organizations. [www.prepestuaries.org](http://www.prepestuaries.org)

**The Sea Grant program** is administered by the University of New Hampshire and is a federal/university partnership whose mission, as mandated by Congress, is to foster sustainable development of the nation's coastal resources. Sea Grant supports research, education, and outreach to help balance the conservation of coastal and marine resources with a sustainable economy and environment. Sea Grant addresses a broad range of issues including aquaculture, marine biotechnology, seafood processing, the development of marine products, fisheries recruitment and conservation, and marine policy. <http://seagrants.unh.edu/about-us>

## Land Conservation

Conserving land and natural resources remain a priority for communities and conservation organizations across the REDC region. Public interest in protecting water quality, water quantity, productive farmland, wildlife habitat, and recreational opportunities is evidenced by local support for land conservation projects led by municipalities, land trusts, and state and federal agencies.

Land conservation priorities for the region have been developed using science-based information that identifies land critical for wildlife habitat, drinking

## SPOTLIGHT

### NH Coastal Adaptation Workgroup

The New Hampshire Coastal Adaptation Workgroup (CAW) is a collaboration of 24 organizations working to ensure coastal watershed communities are resourceful, ready, and resilient to the impacts of extreme weather and long-term climate change. Since 2009, CAW partners and communities have worked together on nearly 100 projects totaling over \$6 million in grant funding. Projects include research, training, assessment, and construction projects designed to protect and restore shoreland in the region. [www.nhcaw.org](http://www.nhcaw.org)

## SPOTLIGHT

### Coastal Flood Risk Summary

2019-2020 New Hampshire Coastal Flood Risk Summary provides a summary of the best available science relevant to coastal flood risks in New Hampshire, including updated projections of sea level rise, coastal storms, groundwater rise, precipitation and freshwater flooding. The report also provides science-based and user-informed guiding principles and a seven-step approach for incorporating updated coastal flood risk projections into planning, regulatory, and site-specific decisions.

[https://www.des.nh.gov/organization/divisions/water/wmb/coastal/flood-risk-summary.htm?utm\\_source=AdaptiveMailer&utm\\_medium=email&utm\\_campaign=Coastal%20Adaptation%20Workgroup%20](https://www.des.nh.gov/organization/divisions/water/wmb/coastal/flood-risk-summary.htm?utm_source=AdaptiveMailer&utm_medium=email&utm_campaign=Coastal%20Adaptation%20Workgroup%20)

water supplies, production of food and forest products, and adaptation to climate change. Reports that document these conservation priorities include:

- The Land Conservation Plan for New Hampshire's Coastal Watershed (2006)  
[https://www.epa.gov/sites/production/files/2015-09/documents/piscataqua\\_land\\_conservation\\_plan.pdf](https://www.epa.gov/sites/production/files/2015-09/documents/piscataqua_land_conservation_plan.pdf)
- A Land Conservation Plan for the Lower Merrimack River Watershed (2014),  
<https://merrimackconservationpartnership.org/resources/conservation-plan/>
- NH Fish and Game Wildlife Action Plan (2015)  
<https://www.wildlife.state.nh.us/wildlife/wap.html>
- Connect the Coast (2019)  
<https://www.nature.org/en-us/about-us/where-we-work/united-states/new-hampshire/>

## SPOTLIGHT

### Southeast Land Trust of NH

For 40 years the Southeast Land Trust of NH (SELT) has worked with landowners, municipalities and other conservation stakeholders in the REDC region to protect and sustain significant lands for clean water, outdoor recreation, fresh food, wildlife, and healthy forests. SELT has led the conservation of over 22,000 acres, focusing on protecting larger blocks of undeveloped land critical for wildlife habitat and ecological function, working farms and productive farmland, and sources of clean drinking water.  
[www.seltnh.org](http://www.seltnh.org)

Most communities have put land conservation goals into action by using dedicated local funds and grant funds from conservation agencies and organizations, resulting in the permanent conservation of 23% of the land in the REDC region. Conservation organizations, including the Great Bay Resource Protection Partnership, Southeast Land Trust, and Bear-Paw Regional Greenways, have worked with landowners to protect thousands of acres of land and hundreds of miles of shoreline.

The NH Department of Environmental Services maintains a list of conservation resources, including land trusts and conservation organization, publication, and sources of federal, state, and private funding for land conservation, [https://www.des.nh.gov/organization/divisions/water/wmb/coastal/celcp/conservation\\_resources.htm](https://www.des.nh.gov/organization/divisions/water/wmb/coastal/celcp/conservation_resources.htm)

## Solid Waste Disposal

The state of New Hampshire defines solid waste as any discarded or abandoned material that has been placed in the waste stream, including household trash, recyclables, construction and demolition debris, furniture, appliances, etc. NH RSA 149-M requires all municipalities to participate in a solid waste management district, which is responsible for preparing and maintaining a long-range plan for the management and disposal of solid waste. The law establishes a hierarchy of preferences for waste disposal, with source reduction the top preference, followed by recycling and reuse, composting, waste to energy, incineration without energy recovery, and landfilling. Most municipalities in the REDC region send their solid waste to facilities outside the region, relying primarily on a landfill operated by Waste Management in Rochester and waste-to-energy incinerators in New Hampshire and Massachusetts.  
<https://www.des.nh.gov/organization/divisions/waste/swmb/index.htm>

Regional and international recycling markets continue to experience a significant downturn as a result of China's 2017 National Sword Policy, which effectively banned that country's importation of

certain recyclable commodities in response to the contamination of recyclable items by non-recyclable items. Prior to this policy, China had been a leading importer of world's secondary materials, which provided feedstock for China's manufacturers. The implementation of National Sword significantly lowered the value of recycled commodities worldwide. As a result, municipal and commercial recycling programs are experiencing rising costs and depressed revenues, leading to the suspension of recycling programs.

## Hazardous Waste Management

Most municipalities in the REDC region provide annual or semi-annual household hazardous waste collections for residentially generated hazardous wastes, such as paint, automotive fluids, and pesticides. The separation and proper disposal of hazardous waste is important to prevent the contamination of water, soil and air. Funding is available from the NH DES to assist municipalities and solid waste districts with costs associated with properly collecting and disposing of household hazardous waste, including the costs associated with contracting with a registered hazardous waste generator. Industrial and commercial generators of hazardous waste are obligated to make their own arrangements with licensed hazardous waste transporters to remove and dispose of such wastes. DES continues to work with municipalities, industries, and residents to reduce the amount of toxicity in products purchased for the home and for manufacturing. <https://www.des.nh.gov/organization/divisions/waste/hwcb/index.htm>

## Regional Brownfields Program

Brownfields are properties that may be polluted or are perceived to be polluted, and this stigma of contamination may prevent redevelopment. Brownfields sites exist throughout the REDC region, in every community, and represent enormous economic development potential. Properties can include closed gas stations and auto body repair

shops, manufacturing mills, and commercial and industrial sites. Cleaning up and reinvesting in these properties increases local tax bases, facilitates job growth, utilizes existing infrastructure and alleviates development pressure on undeveloped land in the region.

The U.S. EPA's Brownfields Program provides competitive grants to states, municipalities, tribal authorities, and regional planning and economic development organizations to support the identification, assessment, clean-up, and redevelopment of Brownfields. With grant funds from EPA, the REDC maintains a Brownfields Revolving Loan Fund (RLF) to provide low interest loans and sub-grants to conduct clean-up activities on selected Brownfields sites in the region. The RLF funds are available for anyone anticipating cleaning up a contaminated property for redevelopment, as long as the applicant is not responsible for the contamination. Low interest loans, typically three percent, are available for expanding businesses, developers, non-profit organizations and municipalities. Sub-grants can be awarded to municipalities and non-profit organizations only. Eligible clean-up activities include the installation of fences and drainage systems, capping, excavation and removal of contaminated soils, and removal of drums, tanks and other sources of hazardous materials. For more information on the RLF and the application process, visit the REDC website, [www.redc.com](http://www.redc.com), or call the office, 603-772-2655. Additional Brownfields programs serving the REDC region include:

**NH Department of Environmental Services (DES) Brownfields Program** – With funds from EPA, DES provides staff support to EPA Brownfields grant recipients and operates a revolving loan fund for cleanup and redevelopment of contaminated properties. <https://www.des.nh.gov/organization/divisions/waste/hwrb/sss/brownfields/>

**Nashua Regional Planning Commission** – Awarded \$300,000 in assessment grant funds in June 2019 with a focus on the downtown areas of Nashua and Milford. [www.nashuarpc.org](http://www.nashuarpc.org)

**Strafford Regional Planning Commission** –  
Awarded \$300,000 in assessment grant funds in June  
2019 targeting the NH-125 corridor.  
[www.strafford.org](http://www.strafford.org)

## Agricultural and Forest Resources

Farming, forestry, and food production are integral to the history of the REDC region and continue today as valued and critically important activities. The working landscape of farms and forests represent a viable, dynamic industry integrated within New Hampshire's communities. These operations offer diverse products and services to local, regional, national, and international markets. Farmland and forestland owners are stewards of nearly a half million acres in the state, representing a major influence on the region's character and quality of life.

The past decade has seen a strong interest in purchasing locally grown food and other agricultural and forest products. This interest can be seen in all areas of the food system, from increased demand for local foods in grocery stores, farmers' markets,

farm stands, and restaurants to the establishment of local Agricultural Commissions by municipal governments. Agricultural Commissions are working with local Planning Boards to enable backyard farming and promote commercial farms as part of local efforts to increase resiliency and sustainability. Residents and visitors are asking for food that has been produced locally for a wide variety of reasons including health and wellness, support for local farmers, and increasing the amount of food produced in the state to stabilize supply. The ice storms of 2008 and 2010 revealed that at any given time New Hampshire has only a three-day supply of food on hand. UNH Cooperative Extension estimates that 3-4% of food consumed in New Hampshire comes from local sources.

Consumers have many options for purchasing locally grown and produced food products, including summer and winter farmers' markets, mobile markets, community gardens, farm stands and Community Supported Agriculture (CSA) shares. Several farms in the region enables consumers to purchase food via a mobile app, allowing shoppers to select farm fresh food and a variety of pick-up or delivery options.



Vernon Family Farm Store in Newfields, NH. Photography by Nicole Vernon.

At over 84% forest cover, New Hampshire is the second most forested state in the country after Maine. 4.6 million acres of forest in the state are considered "timberland" capable of producing repeated timber crops. The NH Timberland Owners Association estimates the forest products sector has \$2.4 billion in economic output – \$1.2 billion in forest products and \$1.2 billion in forest-based recreation – and employs over 12,000 people. Timber products include wood products, pulp and paper, wood energy (biomass), Christmas trees, and maple syrup. Forestland in the region also provides critically important ecosystem services, protecting water quality, sequestering carbon, and providing wildlife habitat.

## Farmers' Markets

Farmers' markets are well established and celebrated in the REDC region year-round, thanks to two organizations, Seacoast Growers Association and Seacoast Eat Local. In 2019, the Seacoast Growers Association managed farmers' markets in four seacoast towns: Portsmouth, Exeter, Dover, and Durham. The weekly markets run from May to October and feature locally grown food and locally made crafts from over 120 vendors and 17 community nonprofit organizations. [www.seacoastgrowers.org](http://www.seacoastgrowers.org) Seacoast Eat Local manages winter farmers' markets in Exeter and Rollinsford. The Seacoast Eat Local website provides a link to resources for local food, including markets, farmstands, and restaurants. [www.seacoateatlocal.org](http://www.seacoateatlocal.org)

Farmers' markets are also held in several other communities in the region, including Salem, Hampton Falls, Nottingham, Raymond, Epping, Newmarket, Deerfield, Atkinson, and Hampstead.

Community Supported Agriculture is an opportunity for customers to develop a close relationship with an individual farm while gaining a share in the farm's harvest. Commonly referred to as CSAs, the REDC region includes almost two dozen CSA farms that may provide shares of meat, fruit, vegetables, dairy, eggs, oils, bread, maple syrup, and plant seedlings. A list of farms providing CSA share in the region in 2020 is available on the Seacoast Eat Local website [www.seacoateatlocal.org](http://www.seacoateatlocal.org)

## Fisheries and Aquaculture

The NH fishing and aquaculture Industries are trying to determine the full impact of COVID-19 on wild harvest fisheries and the aquaculture industry. For both wild and farmed harvesters in NH, restaurants are their major customer. As a result of restaurant closures and the uncertainty of their opening and demand for seafood, fishermen, lobstermen, and oyster farmers are very concerned about finding markets for their products. Fishers are allowed to fish, and oyster farms can harvest their oysters, but markets are very weak and prices are very low.

The commercial fishing industry is ending the FY 2019 fishing season and landing very little fish in NH at this time. It will not be until June 1, 2020, when our local fisheries open and boats start landing significant quantities of fish, that the need to find markets for fish at affordable prices will become critical. Fishermen are considering plans to sell direct to consumers through different NH initiatives, but in years past these direct-to-consumer efforts have only demanded about 5-10% of the fish landed

### FY 2019 (May 1, 2019 - April 30, 2020)

Stock ID	Allocated TAC	Landings	Percent Harvested
GOM Atlantic Cod	115,734	94,762	82%
GOM Winter Flounder	18,162	2,692	15%
GOM Haddock	582,807	80,832	14%
White Hake	194,339	153,997	79%
Plaice	31,713	10,115	32%
Pollock	7,850,646	327,609	4%
Redfish	202,372	8,312	4%
Witch Flounder	11,428	7,859	69%
GOM Yellowtail Flounder	23,625	8,745	37%

Note: GOM = Gulf of Maine

TAC — Total Allowable Catch

Source: NH Fisheries Sector 11 Management Report

by NH groundfish boats. While some local seafood markets report higher than average retail sales, it remains to be seen if direct customer demand will provide enough market for local fishermen to sell their catch.

Actual landing for FY 2019 as compared to the allowable catch quota followed a similar trend over the last few years. Most Atlantic cod, white hake, and witch flounder (gray sole) were landed and sold, but other species had very low landings, primarily as a result of the risk of over-catching cod quota.

### FY 2020 (May 1, 2020 to April 30, 2021)

Stock ID	Initial 2020 Allocated TAC	2019 TAC	Percent Change
GOM Atlantic Cod	74,986	106,055	71%
GOM Winter Flounder	13,477	16,766	80%
GOM Haddock	762,761	525,797	145%
White Hake	200,378	271,427	74%
Plaice	110,027	54,966	200%
Pollock	4,709,783	7,342,882	64%
Redfish	481,186	470,057	102%
Witch Flounder	47,789	30,967	154%
GOM Yellowtail Flounder	38,268	22,128	173%

Source: NH Fisheries Sector 11 Management Report

The initial Total Allowable Catch (TAC) for FY 2020 has some increased allocation for haddock, plaice, witch flounder and yellowtail flounder, which is encouraging in that it indicates that these stocks are doing a little better. The fact that Atlantic cod has been lowered by almost 30% means that the stock is still not showing signs of a meaningful recovery. It also means that fishermen will continue to struggle to avoid catching cod to focus on other species.

The oyster farming industry in New Hampshire has been steadily growing since 2013. There are now 25 farming sites in Great Bay and Hampton employing 1-3 farmers per company. Oyster sales in 2019 were up 33% over 2018 and farmers report very good survival and growth with anticipation of a great season in 2020. The restaurant closures due to COVID-19 are a major concern for this young industry, as 90% of sales are with restaurants. Farmers are working on a variety of direct-to-consumer sales programs with hopes of moving some of their stock. Farmers can of course leave live oysters in the water and harvest later, but if oysters grow too large they won't be good for the fresh-shucked market. Prices for large oysters to be shucked for canning are very low and farmers want to avoid that outcome.

The lobster fishery is at a low point currently due to water temperature and the lack of movement by lobster stock during the spring. Lobster fishing should increase in the summer. This year could be a double hit for lobstermen as sales to China have been closed due to the trade dispute and now COVID-19 has restaurants closed.

All in all, it is very early to determine the effect of COVID-19 on the seafood industry, but if restaurants stay closed or open with reduced sales, 2020 could be a very difficult year for NH fishermen, lobstermen, and oyster farmers.

### New Hampshire Commercial Oyster Harvest

Year	# Oysters Harvested
2019	584,153
2018	439,497
2017	329,156
2016	184,832
2015	207,024
2014	164,965
2013	81,274

Source: NH Fish & Game Department

Resilience is the capacity of individuals, communities, institutions, businesses, and systems to survive, adapt, and grow no matter what kind of shock or disruptions they experience. The purpose of resiliency planning is to enable government, business and industry, and people to assess the risks posed by major disruptions to our economic base caused by natural hazards and man-made economic disruptions. Establishing economic resilience in our regional economy requires the ability of all stakeholders to think about the future, anticipate risk, evaluate how that risk can impact key economic assets, and build a responsive capacity.

The Economic Development Administration (EDA) describes the shock or disruption to the economic base coming about in the following ways:

- Downturns or other significant events in the national or international economy which impact demand for locally produced goods and consumer spending;
- Downturns in industries that constitute a critical component of the region's economic activity; and/or,
- Other external shocks, such as a natural or man-made disaster, closure of a military base, exit of a major employer, and the impacts of climate change.

Hazards can generally be classified into three categories – natural, technological, and human-caused. A natural hazard is defined as “those events originating from the physical environment, typically because of radiation from the sun, heat flow within the earth, or force of gravity.” FEMA includes widespread infectious disease and pandemics in the natural hazard category. A technological hazard is a hazard “related to industry, nuclear materials, the built environment, computers, and transportation systems.” Humans can also cause disasters, but it can be difficult to identify a corresponding hazard. 9/11 was a disaster, but what was the hazard? The



Photography by Mélody P.

airplanes? The buildings? There isn't really an answer, but making these distinctions is an important part of resiliency planning for post-disaster economic recovery.

## Natural Disaster Response

Both state government and local governments in the REDC region have undertaken many forms of resiliency planning to respond to natural hazards. Natural hazard mitigation is defined as any sustained action taken to reduce or eliminate the long-term risk to life and property from hazard events, such as flooding, severe winter storms, and drought. It is an on-going process that occurs before, during, and after disasters and serves to break the cycle of damage



Photography by Torsten Dederichs.

and repair in hazard-prone areas. Natural disaster response and adaptation and resiliency planning taking place in the CEDS region include:

**State of New Hampshire Multi-Hazard Mitigation Plan Update 2018** – The NH Homeland Security and Emergency Management Division (NHHSEM) of the NH Department of Safety is responsible for developing the state’s Hazard Mitigation Plan. The NHHSEM Planning Section administers the Hazard Mitigation Assistance programs, assisting with the development of comprehensive hazard mitigation plans and projects to protect citizens, and their property from exposure to all hazards including natural, human-caused, and technological. [https://prd.blogs.nh.gov/dos/hsem/wp-content/uploads/2015/11/State-of-New-Hampshire-Multi-Hazard-Mitigation-Plan-Update-2018\\_FINAL.pdf](https://prd.blogs.nh.gov/dos/hsem/wp-content/uploads/2015/11/State-of-New-Hampshire-Multi-Hazard-Mitigation-Plan-Update-2018_FINAL.pdf)

**Municipal Hazard Mitigation Plans** - The U.S. Congress adopted the Disaster Mitigation Act in 2000, providing federal funding for the development of state and local hazard mitigation plans and projects. Congress now requires states and local governments to develop compliant plans to be eligible for federal hazard mitigation funding. NHHSEM, regional planning commissions, and consulting planners work closely with municipalities to develop these plans. FEMA requires municipal hazard mitigation plans be updated every five years. <https://www.nh.gov/safety/divisions/hsem/HazardMitigation/index.html>

## NH Coastal Risk and Hazards Commission

**Report** – In 2013, the NH Legislature established the NH Coastal Risk and Hazards Commission to “recommend legislation, rules, and other actions to prepare for projected sea level rise and other coastal and coastal watershed hazards such as storms, increased river flooding, and storm water runoff, and the risks such hazards pose to municipalities and state assets in New Hampshire.” The Commission, comprised of a broad-based membership from the legislature, state agencies, coastal municipalities, regional planning commissions, the University of New Hampshire, and representatives of the real estate and insurance sector, released a comprehensive final report in 2016, “Preparing New Hampshire for Projected Storm Surge, Sea-Level Rise, and Extreme Precipitation”. The report identifies guiding principles: Act Early, Respond Incrementally, Revisit and Revise, Collaborate and Coordinate, Incorporate ‘Risk Tolerance’ in Design, and Make “No Regrets” Decisions. <http://www.nhcrhc.org/final-report/>

**Building Resilience Against Severe Weather and Climate Effects** – As part of the national BRACE framework (Building Resilience Against Climate Effects), the NH Department of Health and Human Services is working with regional public health networks to build community-level resilience to severe weather and a changing climate with improved preparedness and innovative approaches to reduce impacts to public health, such as extreme heat and cold weather, expanded tick season, and health effects of flooding and storm damage. <https://www.cdc.gov/climateandhealth/BRACE.htm>

**Nashua Region Water Resiliency Action Plan** – The Nashua Regional Planning Commission completed this plan to help municipalities become more resilient to the impacts that climate change has on their water infrastructure. Plan recommendations are being incorporated into local hazard mitigation plans to develop a climate adaptation strategy. <http://www.nashuarpc.org/files/9714/9138/5945/NashuaRegionWaterResiliencyActionPlan.pdf>

**Climate and Health Adaptation Plan for the Nashua Region** – The Nashua Regional Planning Commission is partnering with the Greater Nashua Regional Public Health Network to develop a Climate and Health Adaptation Plan for the Nashua region. The plan uses the BRACE framework established by the Centers for Disease Control and Prevention. Hazards due to severe weather and climate change will be linked to associated health impacts, such as asthma and heat stroke, to develop intervention strategies to minimize community burdens from such events.

[https://www.nashuarpc.org/files/7815/0247/7263/Climate\\_Health\\_Adaptation\\_Plan\\_Final.pdf](https://www.nashuarpc.org/files/7815/0247/7263/Climate_Health_Adaptation_Plan_Final.pdf)

**Tides to Storms: Assessing Risk and Vulnerability to Sea-Level Rise and Storm Surge** – The Rockingham Planning Commission (RPC) completed this project in 2015 to map and assess the vulnerability of coastal municipalities and public infrastructure to flooding from expected increases in storm surge and rates of sea-level rise. Coastal communities in the CEDS region have a distinct and pressing need to address the existing and future impacts relating to climate change, particularly relating to coastal flooding from storm surge and sea-level rise. Without proactive solutions to address the expected impacts of climate change, coastal communities face of a multitude of challenges to ensure the security, health and welfare of their citizens, and provide for a resilient economic future. [http://www.rpc-nh.org/application/files/9314/5936/0696/Tides\\_to\\_Storms\\_ExSumm\\_Doc\\_lib.pdf](http://www.rpc-nh.org/application/files/9314/5936/0696/Tides_to_Storms_ExSumm_Doc_lib.pdf)



Photography by Philipp Deus.

**Climate Risk in the Seacoast (C-RiSe): Assessing Vulnerability of Municipal Assets and Resources to Climate Change** – This project, a partnership between the NH Department of Environmental Services (DES), NH Coastal Program, UNH, NH Department of Transportation, Strafford Regional Planning Commission, and Rockingham Planning Commission, provided communities along Great Bay with maps and assessments of flood impacts associated with projected increases in sea level, storm surge, and precipitation events to road and transportation assets, critical facilities and infrastructure, and natural resources.

<http://www.rpc-nh.org/regional-community-planning/climate-change/resources>

**Setting SAIL** – A partnership between NH DES, NH Coastal Program, UNH Cooperative Extension, Great Bay Estuarine Research Reserve, Strafford Regional Planning Commission, and Rockingham Planning Commission, SAIL provided support to municipalities to implement recommendations from the Coastal Risk and Hazards Commission final report, described above. Completed projects include Climate Adaptation Master Plan chapters and outreach to property owners vulnerable to flooding from sea level rise. <http://www.rpc-nh.org/regional-community-planning/climate-change/sail>

**NH Coastal Adaptation Workgroup (CAW)** – CAW is a collaboration of 24 organizations working directly with coastal watershed communities to ensure they are resourceful, ready, and resilient to the impacts of extreme weather and long-term climate change. In May 2017, CAW launched a new website designed to quickly connect local decision makers and citizens with information about how to reduce the risk of damage from coastal hazards.

[www.nhcaw.org](http://www.nhcaw.org)

**NH Drought Management Team** – Although New Hampshire is typically thought of as a water-rich state, it may be even more susceptible to drought than other states due to our geology. The state is underlain by bedrock and water storage is limited to fractures, without deep stores of water in groundwater aquifers, making drought preparedness

and timely response imperative to mitigating drought conditions. In New Hampshire, drought response efforts are coordinated through a Drought Management Team, comprised of stakeholders representing specific activities of interests that can be impacted by drought and representatives from relevant state and federal agencies. <https://www.des.nh.gov/organization/divisions/water/dam/drought/>

## Infectious Disease/ Pandemic Planning

The NH Department of Homeland Security and Emergency Management include infectious diseases and pandemics in the State's Multi-Hazard Mitigation Plan. A pandemic is a global outbreak of disease that occurs when a new virus emerges in the human population, spreading easily in a sustained manner, and causing serious illness. An epidemic describes a smaller-scale infectious outbreak, within a region or population, that emerges at a disproportional rate. A pandemic may cause severe impacts to an organization's ability to perform its essential functions and cause travel restrictions, business and school closures, and significant economic impacts. [https://prd.blogs.nh.gov/dos/hsem/wp-content/uploads/2015/11/State-of-New-Hampshire-Multi-Hazard-Mitigation-Plan-Update-2018\\_FINAL.pdf](https://prd.blogs.nh.gov/dos/hsem/wp-content/uploads/2015/11/State-of-New-Hampshire-Multi-Hazard-Mitigation-Plan-Update-2018_FINAL.pdf)

Governments and organizations must prepare to continue their essential functions during widespread infectious disease outbreaks and include specific mitigation measures in their hazardous mitigation plans and continuity of operation plans. Disease outbreaks may be widely dispersed geographically, impact large numbers of the population, and could arrive in waves lasting several months at a time.

Pandemics and widespread infectious disease outbreaks demand a different set of continuity planning considerations that address conditions specific to disease outbreak, including absenteeism,



Photography by Tai's Captures.

social distancing procedures, and impacts on interdependencies. Additional information on pandemic planning is available online from FEMA, [www.fema.gov](http://www.fema.gov)

Department of Homeland Security, <https://www.dhs.gov/epidemicpandemic>

And the Centers for Disease Control and Prevention, <https://www.cdc.gov/coronavirus/2019-ncov/php/pandemic-preparedness-resources.html>

## Economic Disruption Planning

Resilience is not limited to environmental impacts or ecological systems. Resilience requires attention across all the elements that contribute to the CEDS region: economic development, housing patterns, transportation, and other infrastructure. Resiliency planning requires participation of all stakeholders, from elected officials and anchor institutions to residents and entrepreneurs.

The cornerstone of economic disruption planning is risk assessment: assessing hazards and the risks they present, conducting vulnerability assessments, conducting impact analysis, and determining how to estimate the costs of damages from disaster. Economic resiliency planning taking place in the CEDS region include:

## Strategic Economic Plan for New Hampshire –

Prepared by the Business and Industry Association of New Hampshire in 2013, the plan outlines a vision for New Hampshire, “*To ensure New Hampshire provides meaningful advantages for businesses through a vibrant, sustainable economy and the nation’s best environment in which our residents can prosper.*” The plan outlines goals for nine strategic issues:

- Business growth, retention, and attraction
- Education, workforce skills, and labor pool
- Energy
- Fiscal policy
- Health care
- Infrastructure
- Natural, cultural, and historic resources
- Regulatory environment
- Workforce housing

The plan includes the New Hampshire Economic Dashboard to compare and rank New Hampshire against neighboring states and states with which New Hampshire competes for business growth and attraction, allowing New Hampshire to monitor its progress over time toward the nine strategic goals. [http://www.biaofnh.com/uploads/5/9/9/2/59921097/strategic\\_economic\\_plan\\_for\\_nh\\_summary.pdf](http://www.biaofnh.com/uploads/5/9/9/2/59921097/strategic_economic_plan_for_nh_summary.pdf)

**New Hampshire’s nine Regional Planning Commissions (RPCs)**, with Nashua Regional Planning Commission (NRPC) acting as the lead applicant, worked collaboratively in 2012 to develop comprehensive and coordinated regional plans in each of the state’s nine regional planning areas. The three-year project, funded with a grant from the U.S. Housing and Urban Development Agency, culminated with a State Snapshot, bringing planning efforts for resiliency, transportation, land use, economic development, housing environment,

energy, cultural and historic resources, public health, and environmental planning into a common framework. The planning commissions worked with a range of business and community leaders, state agencies, counties and municipalities, and citizen groups, to develop a robust and productive public dialogue within each region. Regional plans for communities in the CEDS region may be found at the regional planning commission websites:

- Nashua Regional Planning Commission:  
<https://www.nashuarpc.org/land-use-planning/regional-plan/>



- Rockingham Planning Commission:  
<https://www.therpc.org/regional-community-planning/regional-master-plan>



- Southern New Hampshire Planning Commission:  
<https://www.snhpc.org/community-economic-development/pages/master-plans>



- Strafford Regional Planning Commission:  
<http://www.strafford.org/services/regmasterplan.php>



**NH Weathering Change** – The New Hampshire economy is one of the most weather-sensitive in the nation – from our travel, tourism, and ski industries to logging, logistics, manufacturing, and technology. Business leaders in New Hampshire have been gathering together since 2014 to discuss the impacts of climate change on their companies, including increased occurrence of extreme precipitation events and unseasonable temperature swings. Similar meetings have been held in the CEDS region, including a gathering of Pease International Tradeport tenants in 2016. Questions these leaders are discussing include:

- Is preparation for disruptive weather, like Hurricane Irene, different from preparing for shifting weather patterns?
- Negative impacts seem to abound when discussing a changing climate. What opportunities might emerge in the private sector in response?
- Is this our local problem, or a national problem best addressed locally? Who in the local community might work together?

## REDC's Role

Resiliency planning requires attention to distinct but intimately related systems – physical systems (including infrastructure), economic systems, and social systems. The REDC plays a role in all these systems in the region, and as a result, has a critical role to play in the region's resiliency planning, both steady-state (long-term preemptive initiatives) and responsive (capability to respond post-incident) capacity.

The National Association of Development Organizations (NADO) issued a report in 2015, "Planning for a More Resilient Future – A Guide to Regional Approaches". The report states that as the financial, social, and environmental costs of disaster continue to rise, regional organizations, such as the REDC, are in a unique position to guide

and support communities and regions toward greater resilience by working with communities and businesses to increase the region's ability to rapidly return to normal functioning after a disaster, and to aid in pursuing a broad range of economic development strategies and initiatives to improve long-term regional resilience. [https://www.nado.org/wp-content/uploads/2015/10/Regional\\_Resilience\\_report\\_FINAL.pdf](https://www.nado.org/wp-content/uploads/2015/10/Regional_Resilience_report_FINAL.pdf)

The Institute for Sustainable Communities represents collaboration between the U.S. Department of Housing and Urban Development (HUD), Environmental Protection Agency (EPA), and the Department of Transportation (DOT) and is designed to support local efforts to grow and thrive sustainably while accounting for increasing impacts of climate change. Working together, the group developed the following resiliency planning topics:

- Communicating and engaging stakeholders on climate and economic resilience
- Identifying local sources of risk and vulnerable systems and assets
- Identifying resilience strategies that support sustainable communities
- Developing local projects that support resilience
- Incorporating climate and economic resilience priorities into decision-making
- Funding and financing

A fundamental challenge shared by all is how to communicate the urgency of resilience to a range of stakeholders, from elected officials to business leaders to community groups to the general public. For each of these audiences, the challenges share some aspects, but require different kinds of information, messaging, and engagement. As resilience requires long-term dedication among these groups, their ongoing support is fundamental. <http://www.iscvt.org/program/partnership-resilient-communities/>

The U.S. Economic Development Administration (EDA) has amended guidelines for the CEDS to include an economic resilience requirement because it is apparent that economic prosperity is linked to a region's ability to prevent, withstand, and quickly recover from major disruptions to its underlying economic base. In addition, the CEDS process provides a critical mechanism to help REDC identify regional vulnerabilities and prevent or respond to economic disruptions.

The REDC works closely with municipalities in its region and the regional planning commissions that serve the region. These partnerships enable the REDC to undertake both steady-state economic resilience initiatives and responsive economic resilience initiatives. Steady-state initiatives tend to be long-term efforts that seek to bolster the region's ability to withstand a shock. Responsive initiatives can include establishing capabilities for the REDC to be responsive to the region's recovery needs following an incident.

REDC programs that address steady-state initiatives include:

- Broadening the economic base with diversification and economic gardening, such as the REDC's New American Loan Fund and the Brownfields Program. Economic gardening is an entrepreneurial approach to economic development that seeks to grow the local economy from within. Its premise is that local entrepreneurs create the companies that bring new wealth and economic growth to a region in the form of jobs, increased revenue, and a vibrant local business sector.



Photography by Micheile Henderson.

- Through the annual CEDS process, the REDC is engaging in comprehensive planning efforts that involve extensive involvement from the community to define and implement a collective vision for resilience, including the integration of local Hazard Mitigation Plan priority actions and employment of safe development practices to mitigate impacts from extreme weather into the CEDS priority project list.
- Operating a Revolving Loan Fund and Micro Loan Fund to help borrowers secure funding needed to complete projects leading to job creation.
- Promoting business continuity and preparedness through the REDC's Technical Assistance program, which provides a business advisor that can work with business owners to understand their vulnerabilities in the face of disruptions and better prepare to take action to resume operations after an event.
- Participating in the NH Alliance of Regional Development Corporations to collaboratively support, enhance, and promote sustainable economic development opportunities and policies that are sensitive to the unique needs of the diverse regions of New Hampshire.

REDC programs that support responsive economic resilience initiatives include:

- Partnering with regional planning commissions on the development of the CEDS and other programs so that their pre-disaster recovery planning work, via municipal Hazard Mitigation Plans and municipal Emergency Operations Plans, are incorporated into the REDC's workplan.
- Providing a forum, through CEDS meetings and Board of Director meetings, for business and municipal leaders to inform REDC of economic development needs related to recovering from natural disasters and economic disruptions.

- Partnering with Manchester Community College to host free WorkReadyNH classes at the REDC Training Center. Classes are designed to improve worker skills in key areas identified by employers.
- Maintaining a contact list of key municipal officials, business leaders, and non-government and state and federal government agencies to enable active and regular communication among stakeholders in the region, to communicate economic development needs and coordinate impact assessment and recovery efforts.

The state of New Hampshire has begun work on a Statewide Economic Development Plan. The Department of Business and Economic Affairs (BEA) and the Division of Economic Development (DED) are charged with developing the 10-year economic development plan for 2019 – 2029. The purpose of the plan is to provide BEA and DED with an overall economic development strategy with measurable goals and action items. The plan will include specific strategies for New Hampshire's outdoor economy, economic economy, rural economy, workforce housing, entrepreneurship, tourism, hospitality, as well as strategies to reduce economic inequality. The plan will also evaluate workforce development programs and recommend strategies to establish and maintain career pathways for a wide array of careers in the state.

## Next Steps/What Should be Considered

Resiliency planning and best practices are integrated into local emergency management planning, but not into local economic development planning in the CEDS region. REDC can further resiliency planning efforts at the municipal and regional level in the following ways:

- Develop tools and resources to support economic resilience planning efforts and growth initiatives.

- Provide training and outreach to communities to further their understanding of economic resilience principles.
- Promote ongoing learning and analysis of current vulnerabilities, capacities, and the state of the regional economy.
- Develop a workforce resiliency strategy.
- Promote a "Buy Local" program that engages local resources in disaster preparedness, response, and recovery.
- Increase awareness of the connection between resilience to natural and man-made disasters and economic disruptions to economic vitality and growth.

The EDA has developed an Economic Resilience Planning Checklist which provides a number of best practices that can be used by the REDC, municipalities, and business and industry to identify resiliency work. The checklist recommends a number of actions in several categories – research and knowledge building, planning, governance, finance, infrastructure, procurement strategies, business continuity and risk management, workforce support, economic diversification, counseling and technical assistance, and communication systems. The checklist is available online from EDA, as Appendix C in a report entitled "*Resilience in Economic Development Planning*",

[https://www.eda.gov/files/about/disaster-recovery/EDA\\_CO-Economic-Resilience-Planning\\_Oct2014.pdf](https://www.eda.gov/files/about/disaster-recovery/EDA_CO-Economic-Resilience-Planning_Oct2014.pdf)

Additionally, the National Center for Disaster Preparedness (NCPD), an academic research center at Columbia University, leads efforts to understand and improve the nation's capacity to prepare for, respond to, and recover from disasters. The center's website provides a broad range of training and other resources for community planning and economic recovery. [www.ncdp.columbia.edu](http://www.ncdp.columbia.edu)

# CULTURAL & RECREATIONAL AMENITIES

There is a vast amount of cultural and recreational amenities in the REDC region, including museums, performance and musical venues, artistic centers, national parks, first-class dining, coastal beaches and harbors, lakes, rivers, sports clubs, social clubs, festivals, and public art. These amenities are a primary attraction for visitors to southern New Hampshire and are a vital component of the high quality of life that continues to attract people to work, stay, and play in the region.

It is important to note that the COVID-19 pandemic has affected many of the venues that will be reported on, forcing them to temporarily close their doors without knowing when they will be opening physically again. Fortunately, many people in the community are supporting these cultural venues by donations and purchasing gift cards to help them stay afloat. Many of these venues have crafted virtual programing to continue offering creative experiences to the community as well.

## Cultural and Artistic

There are many ways to experience culture or participate in creative endeavors in the REDC region. There is a robust number of galleries in the cities and towns of the REDC region, of all sizes. Some include

artist collectives, where visitors can enjoy not only the artwork on the gallery's walls, but also view the studios of the artists and watch while they work. An example of this is Art Up Front Street Studios and Gallery in Exeter, which encompasses nine artists of various mediums and subject matter.

There is no shortage of musical and performance venues in the REDC region as well. Many of these following venues offer plays, musicals, dance, comedy performances, youth theater, and local and touring musical acts:

- 3S Artspace in Portsmouth. [www.3sarts.org](http://www.3sarts.org)
- Casino Ballroom in Hampton. [www.casinoballroom.com](http://www.casinoballroom.com)
- Derry Opera House in Derry. [www.derryoperahouse.com](http://www.derryoperahouse.com)
- Epping Community Theater in Epping. [www.eppingtheater.org](http://www.eppingtheater.org)
- Music Hall in Portsmouth. [www.themusichall.org](http://www.themusichall.org)
- Nashua Theater Guild in Nashua. [www.nashuatheatreguild.org](http://www.nashuatheatreguild.org)
- New Hampshire Theater Project in Portsmouth. [www.nhtheatreproject.org](http://www.nhtheatreproject.org)
- Peacock Players in Nashua. [www.peacockplayers.org](http://www.peacockplayers.org)
- Players Ring in Portsmouth. [www.playersring.org](http://www.playersring.org)
- Prescott Park in Portsmouth. [www.prescottpark.org](http://www.prescottpark.org)
- Seacoast Repertory Theater in Portsmouth. [www.seacoastrep.org](http://www.seacoastrep.org)



The musical "A Chorus Line" at the Seacoast Repertory Theater in Portsmouth, New Hampshire.

- Stockbridge Theater in Derry.  
[www.stockbridgetheatre.com](http://www.stockbridgetheatre.com)
- The Stone Church in Newmarket.  
[www.stonechurchrocks.com](http://www.stonechurchrocks.com)
- The Word Barn in Exeter.  
[www.thewordbarn.com](http://www.thewordbarn.com)
- Tupelo Music Hall in Derry.  
[www.tupelomusichall.com](http://www.tupelomusichall.com)

## Museums

Connecting to New Hampshire's history, culture, and natural resources are important elements to museums in the REDC region. Here is a list of museums in the region:

**American Independence Museum** in Exeter is the site of the New Hampshire Treasury during the American Revolution. This museum is home to an original broadside of the Declaration of Independence and early drafts of the U.S. Constitution.  
[www.independencemuseum.org](http://www.independencemuseum.org)

**Aviation Museum of New Hampshire** in Londonderry is a historical museum operated by the New Hampshire Aviation Historical Society, a non-profit group that preserves the history of flight in the U.S. state of New Hampshire. [www.nhahs.org](http://www.nhahs.org)

**Black Heritage Trail of New Hampshire** in Portsmouth celebrates the history and culture of people of color in New Hampshire through a series of educational programs and special events.  
[www.blackheritagetrailnh.org](http://www.blackheritagetrailnh.org)

**Fitts Museum** in Candia is a free museum where you can experience an early New Hampshire country home and it's carefully preserved furnishings firsthand in a historic home from the early 1800s.  
[www.fittsmuseum.org](http://www.fittsmuseum.org)

**Great Bay Discovery Center** in Greenland is an education center for the Great Bay National Estuarine Research Reserve, and has an interactive exhibit room, touch tank, and boardwalk. [www.greatbay.org](http://www.greatbay.org)

**Seacoast Science Center** in Rye is a nonprofit marine environmental organization located on the rocky coast of historic Odiorne Point State Park. The center features live animals from the Gulf of Maine, indoor touch tanks, and hands-on exhibits about life in and around the ocean. [www.seacoastsciencecenter.org](http://www.seacoastsciencecenter.org)

**Strawbery Banke Museum** in Portsmouth encompasses over 20 buildings, providing visitors with the opportunity to experience and imagine American History. [www.strawberyanke.org](http://www.strawberyanke.org)

**USS Albacore Museum** in Portsmouth is an actual prototype for modern submarines, was built in Portsmouth, and has been converted into a museum.  
[www.ussalbacore.org](http://www.ussalbacore.org)



African Burying Ground Memorial, by artist Jerome Meadows, which is part of the Black Heritage Trail of New Hampshire.

## Historical

Almost every community in the REDC region is home to historic homes and buildings that are open for public viewing, either on a regular schedule or by appointment. These buildings are prized for their link to the region's rich and varied colonial history and are preserved by town historic commissions as well as local and regional heritage organizations. Historic New England, a regional heritage organization, preserves and presents the cultural and architectural heritage of New England. Historic New England is the steward of four homes in the REDC region: the Rundlet-May House, Gov. John Langdon House, and Jackson House, all in Portsmouth, and the Gilman Garrison House in Exeter. All the homes provide an understanding of how their owners lived and worked from the early 1700's and beyond.

## Festivals

Annual festival and celebrations of all kinds are held throughout the year in the region. Celebrations of local food include chowder festivals, fish and lobster festivals, chili festivals, and strawberry and apple festivals. Hampton Beach is home to an annual sand sculpture contest, featuring 200 tons of sand, master sand sculptors from all over the world, and \$15,000 in prize awards. The winter holiday season highlights candlelight strolls, vintage Christmas displays, and First Night celebrations in many communities. Many towns also host annual agricultural fairs. There are also some quirky festivals like the Exeter UFO Festival.

Festivals celebrating creativity include the New Hampshire Film Festival, the Portsmouth Halloween Parade which includes a large group dance number, and many arts and musical festivals.

## Recreation

The REDC region includes the state's entire Atlantic Ocean coastline. This 18-mile coast is the focus of water-based recreational opportunities including boating, fishing, swimming, and surfing. Easy access to the seacoast from southern New England and Canada has resulted in an influx of seasonal residents in the region's coastal communities. The interior



New Hampshire seacoast.

portion of the REDC region also attracts visitors with many inland rivers, lakes, and ponds. There are numerous campsites along the shore of all these water bodies, as well as public access for swimming, boating, and fishing. Pawtuckaway State Park and Kingston Lake are particularly popular freshwater lakes in the region.

The Scenic and Cultural Byways program was enabled by the NH Legislature in 1992 to provide residents and visitors a system of byways that feature scenic and cultural amenities and support the recreational and historical attributes found along the way. The REDC region is host to three Scenic and Cultural Byways: the Coastal Byway, which features state parks, beaches, ocean views, historic sites, and harbors; the Independence Byway, featuring the state's first European settlements; and, the Appleway, highlighting agricultural heritage. The NH Department of Natural and Cultural Resources is responsible for developing the Statewide Comprehensive Outdoor Recreation Plan (SCORP). The most recent SCORP was released in 2019 and provides a strategic vision through 2023. The plan includes the following vision statement, "Outdoor recreation in New Hampshire serves diverse populations throughout the state, has a strong, positive impact on the economy, and improves the quality of life for New Hampshire residents and visitors. Strong partnerships among community organizations, the business community and the public sector facilitate diverse outdoor recreation opportunities for a variety of users. A well connected and maintained system of trails and quality educational resources ensure that outdoor recreation continues to be a vital part of New Hampshire."

by Chancellor Ross Gittel, NH Community College System  
with contributing author Scott Lemos, UNH Paul College of Business and Economics

## New Hampshire Overview

### The COVID-19 Pandemic: The Beginning of 2020 Brings High Uncertainty to NH Outlook

The writing of this State of the Economy for NH in the midst of the COVID-19 pandemic comes at a challenging time economically, and in many other ways, for our nation and for the state. It is also a very challenging time to put forward an economic outlook. As of March 2020, the only things that were certain about the New Hampshire, national, and global economies were that there would be significant negative consequences of the pandemic and that the next 12 months and beyond would entail many risks and threats.

General economic conditions held strong through 2019, before early 2020 brought spread of the virus and extreme uncertainty for the economic outlook for the rest of the year. Quarantines and fear of COVID-19 contagion significantly slowed economic activity in NH starting in March 2020, with high uncertainty regarding the public health crisis, its extent and duration, and its impact on short, intermediate, and longer-term economic production and consumption.

Even prior to the COVID-19 pandemic there was concern about the economic outlook and expectations of a slow down or possible end to this long period of growth. A portion of the concern was related to the potential impact on global supply chains of rising tariffs on trade with China and other nations. According to the Tax Foundation, the national administration's imposition of tariffs, largely with China, was expected to reduce economic output, income, and employment.<sup>1</sup> These were estimated to reduce long-run GDP by 0.23%, wages by 0.15%, and employment by 179,800 full-time equivalent jobs.

New Hampshire was expected to experience some headwinds associated with this, including nearly \$415 million in NH exports threatened by an emerging trade conflict.<sup>2</sup> In total, almost 184,000 NH jobs are supported by global trade. The hardest hit products in any global trade disruption for NH employers would be expected to be printer, copier, and fax machine accessories and parts (\$75 million in exports to China per year); insulated optical fiber cables (\$45 million); and electrical machines (\$26 million).

### NH Economy in 2019: A Good Year Economically, The Last Year of a Long Period of Growth

Figure 1 highlights how the REDC region, New Hampshire, New England, and national economies fared in the growth period after the 2008-2009 recession. NH and the REDC region had lower growth than the U.S. since the end of the previous recession. The REDC region has had growth above the New England average and NH's growth was the same as the New England average. New Hampshire's growth over the period, was second highest in the six-state NE region, after Massachusetts which had one of the strongest economies in the nation particularly in the latter portion of the extended national growth period.

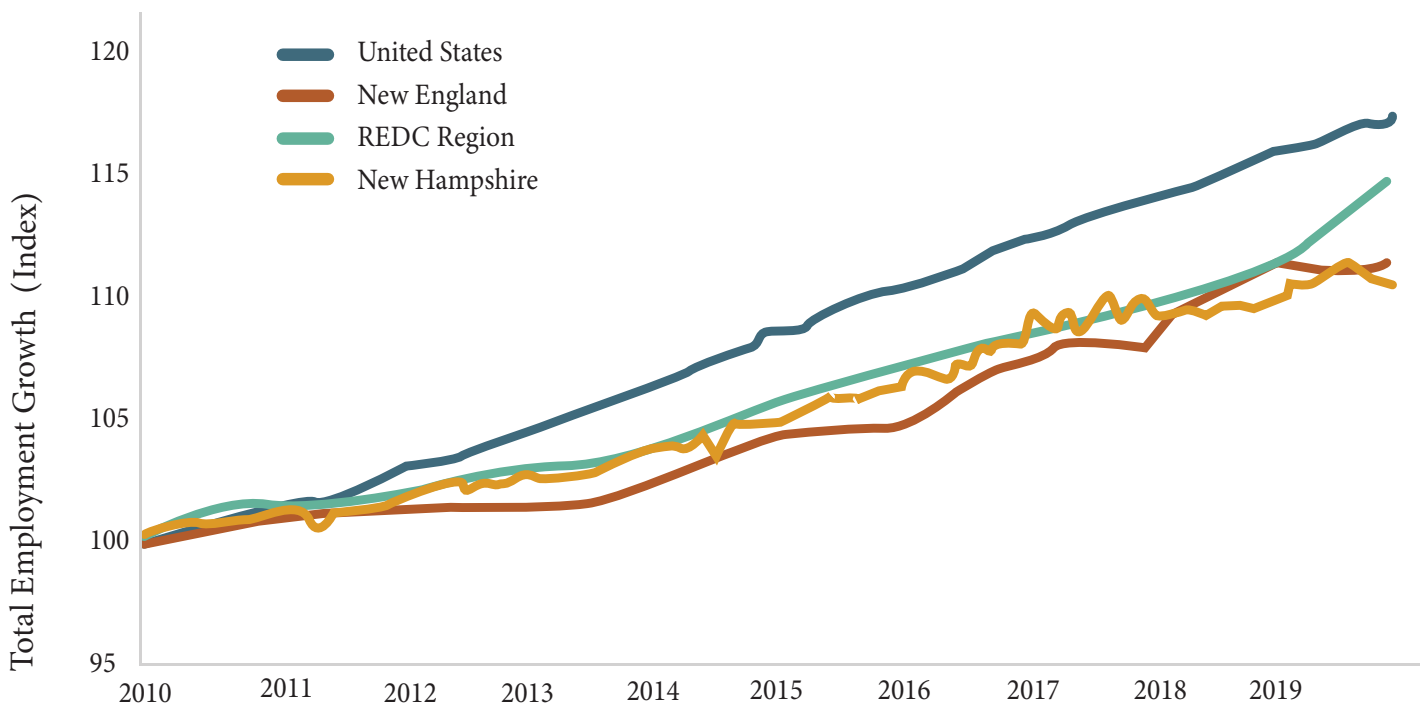
### Employment Trends

In the last year of economic recovery, 2019, NH experienced modest growth less than 1% (0.6%). Growth in private sector employment (4,900 jobs) more than made up for decline in public sector employment. While not robust growth, it was growth in the context of a tight labor market and very low labor force and population growth.

<sup>1</sup> Tax Foundation "Taxes and Growth Model", March 2018: <https://taxfoundation.org/tariffs-trump-trade-war/>

<sup>2</sup> U.S. Department of Commerce, USA Trade Census: <https://usatrade.census.gov>

**Figure 1: Change in Total Employment- Index (2010 = 100)<sup>3</sup>**



Source: U.S. Bureau of Labor Statistic

A significant factor limiting growth was the skills mismatch in NH of those looking for work with employers' needs. Table 1 below documents this mismatch, prior to the COVID-19 outbreak. The table shows that for every college graduate looking for a job there were two jobs available in NH. However, the reverse was true for every job opening requiring less than a college degree, there were two job seekers without college degrees. This highlights the need for "upskilling" the NH workforce, to increase the percent of the future labor force with college attainment. This will hold true post-COVID-19, as many of the jobs of the future in healthcare, manufacturing, information, and other technology based employment will require at a minimum a college degree (associates or higher). See below the discussion of work of the future.

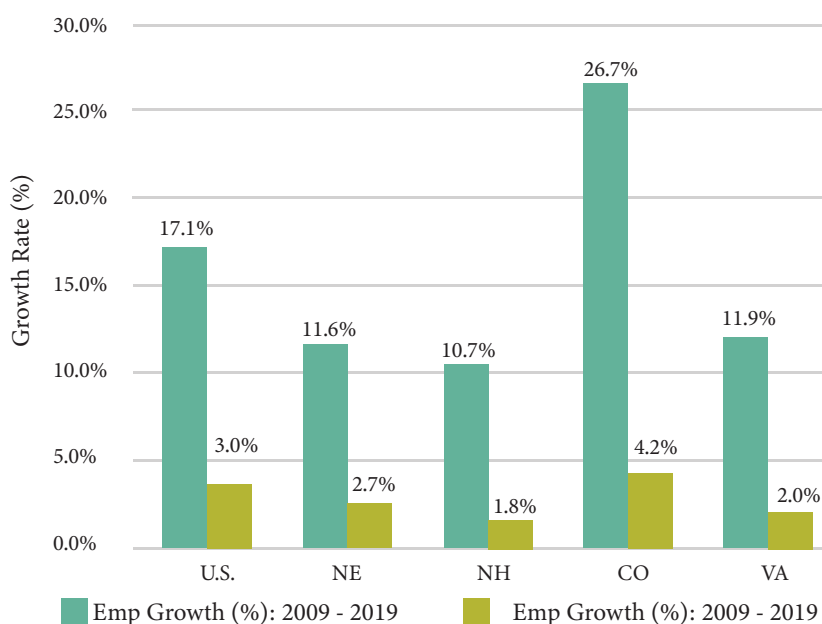
**Table 1. Job Seekers and Job Openings by Education Level**

	Workforce Size	Unemployment	Job Seekers	Job Openings
Graduate or professional degree	94,080	1.9%	5,531	9,522
Bachelor's degree	154,560	1.9%		
Associate's degree	67,200	1.2%		
Some college, no degree	127,680	2.9%	13,380	6,132
High school graduate or equivalent	181,440	3.7%		
Less than 12th grade	47,040	6.3%		

<sup>3</sup> Seasonally-adjusted data was not available for REDC region because of a change in BLS methodology. REDC region data was smoothed using a sixth order polynomial smoothing function.

As Figure 2 indicates, over the growth period from 2009 to 2019 and continued at the tail end of the growth period (2017-2019), the skills mismatch and low labor force growth contributed to NH's overall employment growth well below the overall growth of the national economy. Additionally, the growth less than one-half the growth is in Colorado, a state competing with NH for tech employment and quality of life/life style residents. NH's growth rate was and more similar to Virginia, another state along the east coast of U.S. with similar economic profile of NH with a mix of urban and rural areas and stronger and weaker economic regions.

**Figure 2: Employment Growth (%): U.S., NE, NH, and Competitor States (CO & VA)**

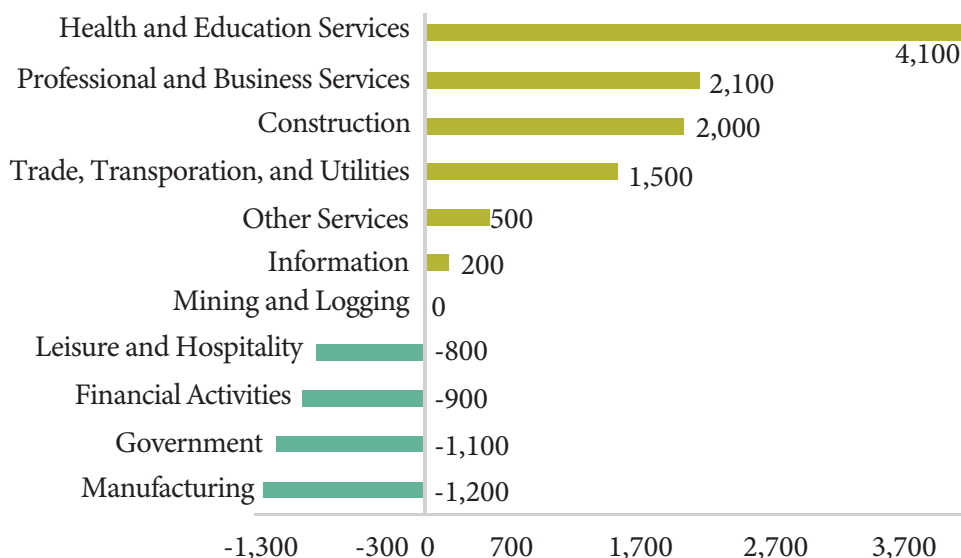


### Employment by Industry

As Figure 3 shows, the largest gain in private sector employment (4,100 jobs) in 2019 in New Hampshire was in Health and Education services, growing at 3.2% for the year. Following closely behind was Professional and Business Services (2,100), which grew 2.5% over the year; Construction (2,000) with 7.4% growth, which, in percentage terms grew the most of all industry sectors in New Hampshire; and finally Trade, Transportation, and Utilities (1,500 jobs), growing 1.1%.

Over the growth period, the leading industries driving growth in NH were Professional and Business Services, Construction, and Leisure and Hospitality (see Table 2). These growth engine industries were similar in the nation and region and competitor states of Colorado and Virginia.

**Figure 3: Year-Over-Year Private Sector Job Growth – 2019**



Source: NH Dept. of Employment Security, Economic & Labor Market Information Bureau

More recently (2017-19), the Health and Education industry has been a leading industry in growth in NH. This is also the case for the nation, region, and competitor states (see Table 3). Virginia stands out for having Leisure and Hospitality and Financial Activities as growth sectors. In NH and the REDC region, driven by demographics and needs, the healthcare industry is expected to continue be a leading growth sector. Longer term, as in Virginia, NH and REDC could benefit from growth in Leisure and Hospitality and Financial Activities.

## Unemployment

As Figure 4 shows, New Hampshire and the REDC region, until the March 2020 COVID-19 outbreak, had continued with very low unemployment rates that were well below the national and regional averages.

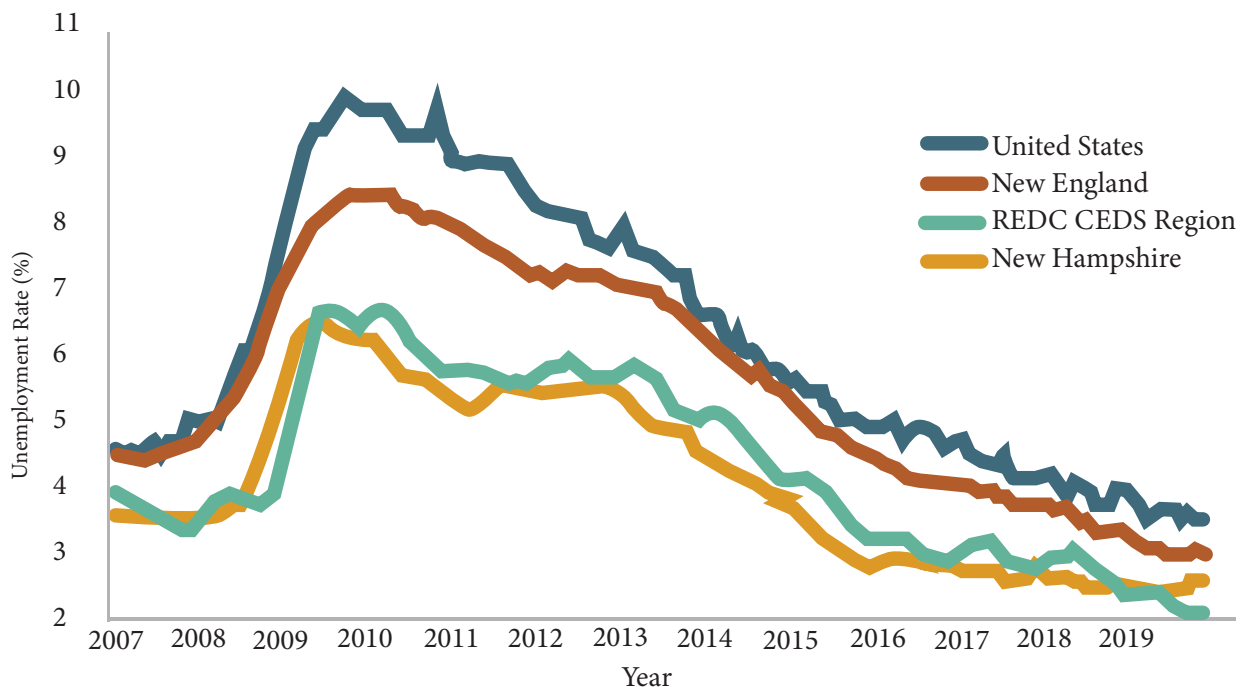
**Table 2: Top 3 Sector Growth (2009-2019): U.S., NE, NH, and Competitor States (CO & VA)**

	U.S.	NE	NH	CO	VA
Growth Sector #1	Construction (33.6%)	Construction (30.4%)	Prof and Bus Services (34.6%)	Construction (45.4%)	Leisure (26.5%)
Growth Sector #2	Prof and Bus Services (29.9%)	Prof and Bus Services (25.9%)	Construction (30.8%)	Prof and Bus Services (39.0%)	Education and Health Services (22.6%)
Growth Sector #3	Leisure and Hospitality (29.7%)	Leisure and Hospitality (22.2%)	Leisure and Hospitality (17.2%)	Education and Health Services (37.4%)	Financial Activities (19.7%)

**Table 3: Top 3 Sector Growth (2017-2019): U.S., NE, NH, and Competitor States (CO & VA)**

	U.S.	NE	NH	CO	VA
Growth Sector #1	Construction (6.5%)	Education and Health Services (3.5%)	Construction (8.2%)	Prof and Bus Services (9.8%)	Leisure and Hospitality (5.2%)
Growth Sector #2	Education and Health Services (4.6%)	Information (2.8%)	Education and Health Services (4.5%)	Education and Health Services (5.3%)	Education and Health Services (4.3%)
Growth Sector #3	Prof and Bus Services (4.0%)	Prof and Bus Services (2.5%)	Prof and Bus Services (3.8%)	Construction (3.4%)	Financial Activities (2.8%)

**Figure 4: Unemployment Rate (2007-2019)<sup>4</sup>**



Source: U.S. Bureau of Labor Statistics

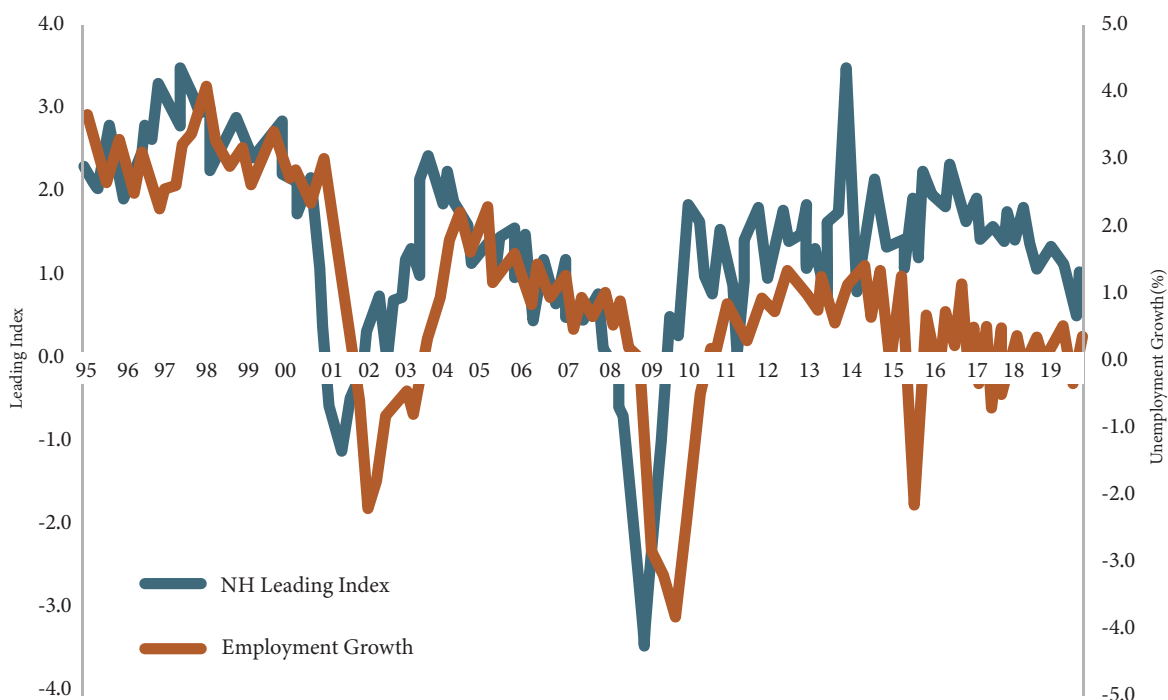
<sup>4</sup> Seasonally-adjusted data was not available for REDC region because of a change in BLS methodology. REDC region data was smoothed using a sixth order polynomial smoothing function.

From 2007 to 2019, the unemployment rate in New Hampshire and the REDC region had consistently been 1 to 2 percentage points below the U.S. and New England levels. At the end of 2019, the unemployment rate in NH was at a seasonally adjusted rate of 2.6%, which is below the rate prior to the 2008-2009 recession.

## NH Outlook Prior to COVID-19 Pandemic

At the end of 2019 (and prior to the COVID-19 outbreak), the Federal Reserve Bank of Philadelphia produced a leading economic index for each of the 50 states. Each state's leading index is designed to predict the strength

**Figure 5: Philadelphia Federal Reserve NH Leading Index (3 Mos. Moving Average)**



Source: U.S. Bureau of Labor Statistics & The Federal Reserve Bank of Philadelphia- State Leading Indexes

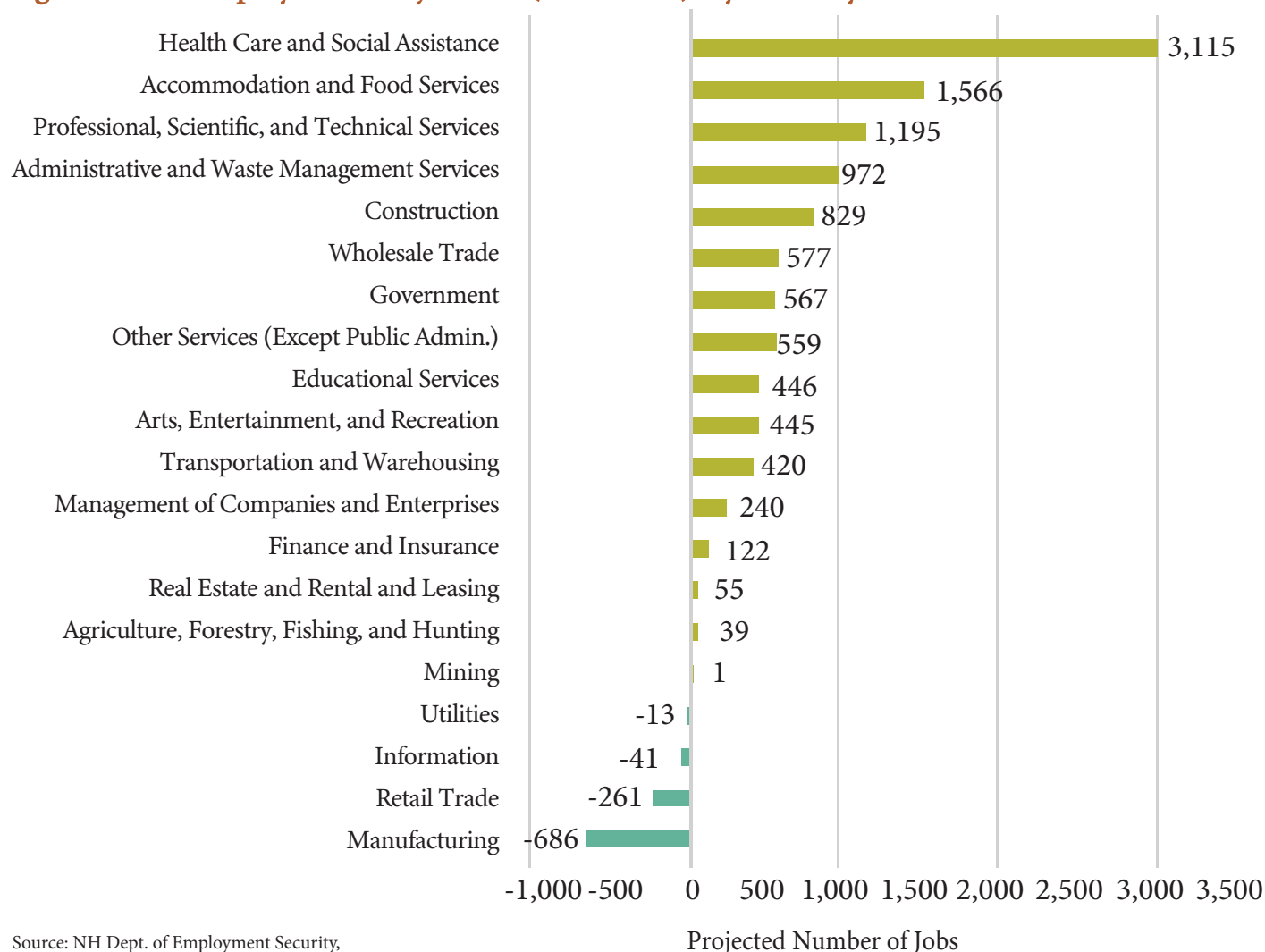
of the state's economy six months later. The indexes are calculated and reported by the Philadelphia Federal Reserve Bank on a monthly basis. As Figure 5 shows, there is a strong relationship between the value of the NH Leading Index and the annualized rate of employment growth in the state six months later. According to this index, New Hampshire was expected to grow 1.1% over the next six months, which lags the projection for the U.S. (1.4%).

With the highly uncertain impact of the COVID-19 outbreak on the economy in NH and globally, it is difficult to put forward any expectation except to prepare for sharp economic decline in the 2nd

quarter of 2020, which will have strong negative impact on the 2020 economic outlook.

The pre-COVID-19 outbreak industries within New Hampshire that were expected to grow the most through 2021 were Health Care (3,115 jobs) which represents the largest percentage increase in any industry over the period, growing at 3.3%; Accommodation and Food Services (2.6%); and Professional Services (3.1%). See Figure 6. Of these three, Food and Accommodations will be the most likely to have strong adverse effects from the outbreak and will not be expected to experience growth.

**Figure 6. NH Employment Projections (2019-2021), by Industry <sup>5</sup>**



## Work of the Future: Implications for NH and REDC Economy

An MIT Work of the Future Report (<https://workofthefuture.mit.edu/>) in 2019 highlighted that there would be significant future growth in employment in middle skills jobs in healthcare and health technology and for replacement hiring in traditional middle skills jobs (such as production and trades). This is expected to be the case in NH and REDC area, even (and maybe especially) in the post-COVID-19 economy. Most at risk are those in labor force who lack strong technical training or two or four-year degrees.

## REDC Area Economy

### Growth Stronger in the REDC Region than in New Hampshire

There are substantial differences in growth rates in regions across New Hampshire. The REDC region, comprised of Rockingham County and five communities in Hillsborough County, has experienced a stronger job growth than the state of New Hampshire over the past several years.

<sup>5</sup> These forecasts were compiled before the COVID-19 outbreak and are subject to revision, per the commentary in the opening section.

Figure 7 highlights private sector job growth trends in the REDC region. The region has experienced consistent stronger job growth than NH over the ten-year period.

### REDC Region Clusters <sup>6</sup>

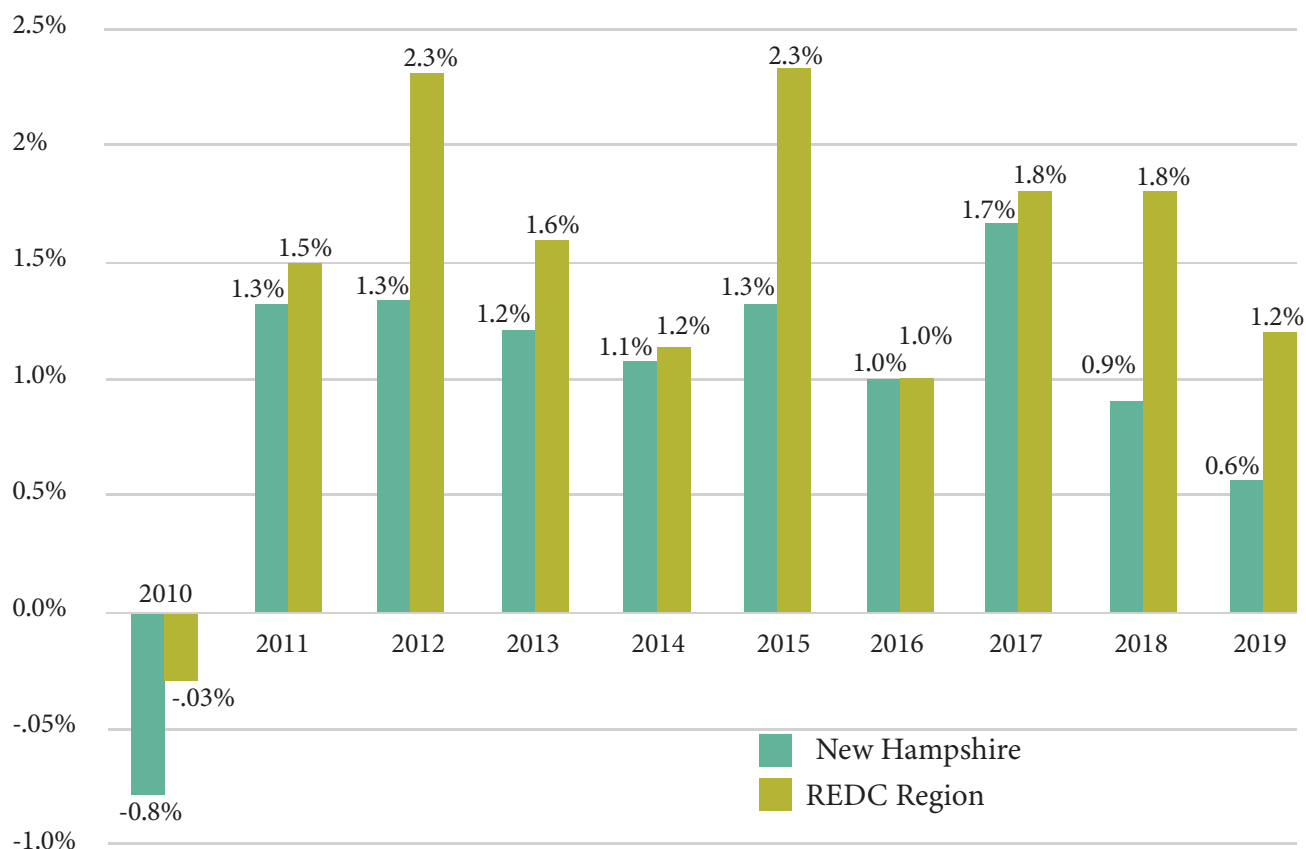
Industry employment data is available on a county-wide basis and not town-by-town; therefore, for the purposes of this analysis, the REDC region is defined as the combination of Rockingham and Hillsborough counties. Table 4 on page 65 shows employment (percent of total employment in region) by industry sector in 2019. Retail Trade, Health Care, and Manufacturing are the largest sectors of employment in the REDC area. Combined, the three industries account for about four of every 10 jobs in the region. Both retail trade and manufacturing have employment concentration in REDC above the state-wide average. The next largest employment industries in the region are Accommodation and Food Services and Professional, Scientific, and Technical industries. These two industries combined with the

three largest employing sectors of retail, healthcare, and manufacturing, account for over one-half of all employment in the region.

The REDC region accounts for about 61% of the total employment in New Hampshire and accounts for over 50% of the total NH employment in fifteen of the twenty clusters presented on page 65.

Table 5 shows the relative industry concentrations – the location quotients (LQs) – for 2018 in both the REDC region and New Hampshire overall. Location quotients are used to assess the relative concentration of an industry in a region compared to the concentration of employment in the same industry in a reference region (the nation for this analysis). Location quotients higher than 1.0 in an area indicate that an industry’s employment is more concentrated (as a share of the area’s total employment) than it is in the nation. The table highlights seven clusters in the region that are substantially above the national employment average, those being Retail,

**Figure 7: Private Sector Job Growth**



Source: NH Dept. of Employment Security, Economic & Labor Market Information Bureau, Quarterly Employment & Wages.

<sup>6</sup> For the purposes of Cluster Analysis, the REDC region is defined as the combination of Rockingham and Hillsborough Counties.

**Table 4: REDC  
Region Industry  
Clusters  
(% of Total  
Employment in  
Region)**

Industry Cluster	REDC Region	New Hampshire	REDC as % of Total NH Employment
Retail Trade	15.1%	14.5%	56.1%
Health Care and Social Services	13.6%	14.8%	49.6%
Manufacturing	11.8%	10.7%	59.4%
Accommodation and Food Services	8.8%	9.1%	52.4%
Professional, Scientific, Technical	6.4%	5.8%	59.2%
Admin, Support, Waste	6.1%	5.5%	59.6%
Finance and Insurance	4.3%	4.0%	57.5%
Construction	4.2%	4.2%	53.5%
Wholesale Trade	4.0%	4.3%	50.8%
Public Administration	3.5%	4.8%	39.7%
Other Services (Except Public Admin.)	3.2%	3.2%	53.7%
Transportation & Warehousing	3.2%	2.8%	61.4%
Educational Services	2.9%	9.3%	16.7%
Information	2.5%	1.9%	70.9%
Arts, Entertainment, and Recreation	1.8%	1.9%	51.2%
Management of Companies and Enterprises	1.5%	1.4%	59.2%
Real Estate and Rental and Leasing	1.2%	1.1%	59.0%
Utilities	0.3%	0.3%	50.3%
Agriculture, Forestry, Fishing, and Hunting	0.1%	0.3%	22.8%
Mining	0.0%	0.1%	29.7%

**Table 5: REDC  
Region Industry  
Clusters  
(Location  
Quotient)**

Industry Cluster	REDC Region	New Hampshire
Retail Trade	1.40	1.34
Manufacturing	1.36	1.23
Information	1.23	0.93
Finance and Insurance	1.05	0.98
Other Services (Except Public Administration)	1.04	1.04
Wholesale Trade	1.01	1.06
Professional, Scientific, Technical	1.00	0.91
Admin, Support, Waste	0.95	0.86
Arts, Entertainment, and Recreation	0.95	1.00
Management of Companies and Enterprises	0.95	0.86
Accommodation and Food Services	0.93	0.95
Health Care and Social Services	0.92	0.99
Construction	0.83	0.83
Real Estate and Rental and Leasing	0.77	0.70
Transportation & Warehousing	0.75	0.66
Public Administration	0.69	0.94
Utilities	0.52	0.55
Educational Services	0.33	1.07
Agriculture, Forestry, Fishing, and Hunting	0.15	0.36
Mining	0.10	0.19

Source: U.S. Commerce  
Department, Economic  
Development Administration,  
Innovation in American  
Regions

Manufacturing, Information, Financial Services, other services, Wholesale Trade, and Professional, Scientific, and Technical.

### Economic Outlook Conclusion

While the REDC region has a relatively strong recent economic experience and foundation, the duration of and the impacts of the COVID-19 pandemic will have profound impact on the REDC economy in 2020. In early March, a common view was that the U.S. economy would grow around 1.2% in 2020, a rate almost half of the pace seen in 2019, and that the NH would grow at or just below that rate as would the REDC region. With the far-reaching effects of the pandemic, the range of potential economic scenarios is quite broad. If the outbreak is of relatively short duration (e.g., 3-6 months), the overall impact on NH and REDC's economy could be short and relatively moderate, reflected in economic decline for a quarter or two. In an optimistic scenario, the state and region would experience a quarter or two of economic decline and double-digit unemployment, followed by a steady and strong recovery. In more of the baseline case, with the virus outbreak impact of longer duration, the NH and REDC economy could experience an extended period of economic decline, with high unemployment and economic uncertainty, and slow recovery stretching out over the next couple of years. A more severe scenario would be extended economic decline and period of high unemployment followed by flat or slow growth over a further extended period of decline. The leading determining factors for the NH and region outlook are the extent

and duration of the pandemic, the U.S. national response and recovery, and how NH and REDC region is impacted by and positioned to respond to the economic shocks and resulting global economic changes relative to other U.S. states and regions.

## Opportunity Zones

In May 2018, Governor Sununu nominated 27 U.S. Census tracts to be designated as Opportunity Zones, a federal program encouraging economic development and investment in low income areas. The designation lasts for 10 years. In the REDC region, Opportunity Zones have been designated in Census tracts in the following communities:

- Nashua downtown, south of the Nashua River
- Nashua downtown, west to Everett Turnpike
- Derry downtown, south of Broadway
- Raymond, northeast, including town center
- Seabrook, west of Route 1

Opportunity Zone designation is designed to connect investors to overlooked but credit-worthy investment opportunities. Opportunity funds are an investment vehicle organized as a corporation or a partnership for the purpose of aggregating and deploying investments in qualified Opportunity Zone properties. Potential investment types include construction and development of commercial real estate, development and renovation of existing property, creation of a new business, and expansion of an existing business.

Communities with Opportunity Zones are encouraged to engage local entrepreneurs and businesses that may be eligible for investment, integrate the designated tracts into local marketing and outreach efforts, and work with local and regional planners and developers to integrate the financing model with existing or anticipated development or infrastructure plans.

[www.nheconomy.com/grow/opportunity-zones](http://www.nheconomy.com/grow/opportunity-zones)



Photography by Anshu A.

# New American Population

The REDC is a recognized leader in assisting New Hampshire's growing immigrant community, referred to as New Americans. Foreign-born residents make up 7% of New Hampshire's population, an increase of over 50% since 2000. Evidence of these New Americans is expressed in the 136 foreign languages spoken by students in schools and colleges in the state. New Hampshire is an assigned destination for some of the state's foreign-born population, since U.S. refugee resettlement agencies decide where people go after they have been vetted and given refugee status. Between 2011 and 2018, New Hampshire became home for 3,177 refugees, mostly from African nations.

The NH New Americans Loan Fund created by REDC works with first generation immigrants to encourage business development and job creation. Working both independently and in partnership with local lenders, the REDC helps New Americans secure micro-funding to start or grow their small businesses. The REDC also provides free technical assistance to help borrowers, including financial services, accounting and bookkeeping, website and logo design, and marketing.

[www.redc.com/newamericanloanfunds](http://www.redc.com/newamericanloanfunds)

A report commissioned by the REDC in and written by the University of New Hampshire's Carsey School of Public Policy Center for Impact Finance provides an analysis of the credit needs of the New American community. The REDC New Credit Needs Assessment Report was released in 2019 and includes a demographic analysis and interviews with New American business owners and entrepreneurs, immigrant support and resettlement organizations, and economic and business development organizations. Conclusions and recommendations made in the report included:

Over the next decade the economic growth and prosperity of New Hampshire is inextricably linked to the ability of immigrants and New Americans to become integrated into the workforce and the small business fabric of the state.

REDC should take a multifaceted approach to developing the ecosystem of business support for aspiring entrepreneurs who are ready to establish or expand their enterprises. This approach could include establish a Task Force, offering training programs, developing a network of mentors and peer mentors, and exploring alternative credit scoring and credit building products.

## SPOTLIGHT

### Supportive Agencies

State government and non-profit agencies work together to support the positive integration of immigrants and refugees into the social fabric of their receiving communities. Established in 1971, Second Start is a private nonprofit educational corporation in Concord. Second Start offers a wide variety of programs designed to improve the economic and educational well-being of New Hampshire residents, including free day and evening classes for English language instruction for immigrants, refugees and visitors.

<https://www.second-start.org/adult-education-and-hiset/english-as-a-secondary-language/>

Welcoming New Hampshire was established in 2012 by the Massachusetts Immigrant and Refugee Advocacy Coalition and works at the state and local level to advance immigrant civic engagement, build immigrant community leadership, and fight anti-immigrant bias, operating programs in Manchester, Concord, Nashua, and Laconia. [www.welcomingnh.org](http://www.welcomingnh.org)

# WORKFORCE ATTRACTION & RETENTION

## University of New Hampshire

The University of New Hampshire (UNH) is a public research university founded in 1866 with its main campus in Durham. Composed of eleven colleges and graduate schools, UNH offers 2,000 courses in over 100 majors. UNH promotes economic development, workforce education, and business innovation through many programs and services offered statewide. Programs and services include:

**UNH Cooperative Extension** – Cooperative Extension operate several programs focusing on strengthening communities through economic development. Programs include:

- The Business Retention Program, which assists communities with developing, maintaining, and growing a thriving local economy by building the capacity of community leaders and volunteers to connect with businesses to understand and address their needs, challenges and opportunities. <https://extension.unh.edu/tags/business-engagement-and-retention-program>
- The Economic Development Academy works with municipal economic development professionals to strengthen local businesses, build local leadership, and improve the quality of life for residents. Academy participants design projects based on community needs and best practices, with a focus on leveraging local assets to drive economic innovation. <https://extension.unh.edu/tags/economic-development-academy>
- The Economic Profile Program allows communities to identify local and regional economic assets and opportunities to help leaders prioritize community needs and implement effective strategies to strengthen a community's economic base. <https://extension.unh.edu/tags/economic-profiles>

**Workforce 2025** – Workforce 2025 is an initiative created by the NH Business and Industry Association, the NH Charitable Foundation, and the University System of New Hampshire designed to ensure that the state's public colleges and university are preparing a highly skilled workforce able to meet the needs by New Hampshire businesses.

<https://www.usnh.edu/engagement/workforce-2025>

**UNHInnovation** – UNHInnovation advocates for, manages, and promotes UNH's intellectual property, promotes partnerships between UNH and the business community, licenses UNH technologies, creates start-up companies based on innovations created at the University, and develops new opportunities for university and industry collaboration. UNHInnovation also hosts the Interoperability Laboratory and the NH Innovation Research Center. [www.innovation.unh.edu](http://www.innovation.unh.edu)

**NH Social Venture Innovation Challenge** – The Social Venture Innovation Challenge invites students, as individuals or in teams up to 5 members, from across the state to identify pressing social, environmental, or economic issues at the state, national, or global level, and develop innovative, sustainable, business-oriented ideas to solve them. The Challenge is an idea-state competition designed to inspire students and community and provide a forum for these ideas. Challenge winner receive awards that help bring needed resources to advance their ideas.

<https://www.unh.edu/social-innovation/svic>



UNH in Durham, NH.

## SPOTLIGHT

### UNH I-Corps Site

UNH has been selected by the National Science Foundation as a New Hampshire's first I-Corps Site. The purpose of the UNH's I-Corps site is to foster entrepreneurship on campus and support the maturation of innovations developed at the university from idea generation to commercialization.

<https://innovation.unh.edu/icorps>

## SPOTLIGHT

### Millyard Scholars Program

Established in 2019, the Millyard Scholars Program provides scholarships and research opportunities for full-time incoming freshmen in UNH Manchester's biotechnology, electrical engineering technology, and mechanical engineering technology programs. During a four-year program, students have access to distinctive seminar classes, research projects and internship opportunities. The program is coupled with the Manchester-based Advanced Regenerative Manufacturing Institute (ARMI), which is creating an industry to regenerate human tissue and organs. <https://manchester.unh.edu/academics/millyard-scholars-program>

## UNH-Manchester

The University of New Hampshire at Manchester is the urban campus of the public University of New Hampshire. Established in 1985, UNH Manchester provides career-driven programs with a focus on experiential learning. Innovative programs include majors in homeland security, cybersecurity police and risk management, digital language arts, and public service and nonprofit leadership. Due to its location in the heart of Manchester, the largest city in northern New England, the campus is within a 30-minute drive of more than half of New Hampshire's population. UNH Manchester confers associate, bachelor's and master's degrees and has collaborative agreements with several organizations, including the New Hampshire Institute of Art and the Massachusetts College of Pharmacy and Health Sciences. [www.manchester.unh.edu](http://www.manchester.unh.edu)

## Community College System

The Community College System of NH consists of seven colleges, offering associate degree and certificate programs, professional training, transfer pathways to four-year degrees, and dual-credit partnerships with NH high schools. Hallmarks of the community college experience include small class size with an emphasis on hands-on learning and affordable tuition. The System's colleges are Great Bay Community College in Portsmouth and Rochester; Lakes Region Community College in Laconia; Manchester Community College; Nashua Community College; NHTI – Concord's Community College; River Valley Community College in Claremont, Lebanon, and Keene; and White Mountains Community College in Berlin, Littleton, and North Conway. The seven community colleges in the system are committed to working with businesses throughout the state to train and retain employees to develop a robust workforce across all sectors, and embraces the "65 by 25 Initiative," which calls for 65% of NH citizens to have some form of postsecondary education by 2025 to meet projected workforce demands. For more information about CCSNH, visit [www.ccsnh.edu](http://www.ccsnh.edu) and [www.collegeinthe603.com](http://www.collegeinthe603.com).

Two of NH's Community Colleges are located within the REDC region.

### **Nashua Community College**

Nashua Community College is part of the Community College System of New Hampshire and is committed to providing comprehensive, market-driven programs that respond to the needs of students, businesses, and communities. The school offers 33 associate degree programs and 21 certificate programs. For more information, visit [www.nashuacc.edu](http://www.nashuacc.edu).

NCC offers specialized accreditation courses and certificates in the fields of:

- Automotive Technology and Honda Automotive Technology (National Automotive Technicians Education Foundation and the instructors are certified by the National Institute for Automotive Service Excellence certifications);
- Aviation Technology (FAA approval);
- Business Administration (Accounting, Management, Marketing, and Small Business Entrepreneurship are accredited by The Accreditation Council for Business Schools and Programs-ACBSP);
- Electronic Engineering Technology (Technology Accreditation Commission/Accreditation Board for Engineering and Technology, Inc);
- Nursing (New Hampshire Board of Nursing and the Accreditation Commission for Education in Nursing-ACEN).

### **Great Bay Community College**

Great Bay Community College is part of the Community College System of New Hampshire, with a vision to be the best science, technology, career and transfer-oriented community college in New England. They have a main campus in Portsmouth and a second campus, the Advanced Technology & Academic Center, in Rochester. The school offers 25 associate degree programs and 24 certificate

programs. For more information, visit [www.greatbay.edu](http://www.greatbay.edu).

GBCC offers specialized accreditation courses and certificates in the fields of:

- Business Programs (Association of Collegiate Business Schools and Programs-ACBSP);
- Nursing (New Hampshire Board of Nursing and the Accreditation Commission for Education in Nursing-ACEN);
- Surgical Technology (Commission on Accreditation of Allied Health Education Programs);
- Veterinary Technology (Committee on Veterinary Technology Education and Activities).

### **GBCC's Advanced Technology & Academic Center in Rochester**

The award-winning Advanced Technology & Academic Center is an extension of Great Bay Community College with a focus on short-term advanced manufacturing and technical programs. ATAC offers training in advanced composites manufacturing, nondestructive testing, computer numeric control (CNC), and medical assisting. ATAC also serves local employers by providing short-term and customized training in their state-of-the-art labs. <http://greatbay.edu/courses/rochester-campus>

### **Community Colleges Build New Registered Apprenticeship Pathways**

Registered Apprenticeship is a program of the United States Department of Labor (USDOL) that connects job seekers aiming to learn new skills with employers looking for qualified workers. Through work-based learning, apprentices receive both classroom instruction and paid on-the-job training that meets U.S. Department of Labor national standards. Apprentices earn while they learn, reducing their need to take on debt, and employers are able to train and retain a highly-skilled workforce. CCSNH's ApprenticeshipNH program works with employers to hire and train apprentices in partnership with a

NH community college, combining work experience with focused coursework that accelerates the learning process and enables employees to have an immediate impact that increases over the life of the program.

Colleges within the Community College System of New Hampshire are the preferred training sites for ApprenticeshipNH programs. Along with learning, students earn income at an ApprenticeshipNH participating company.

<https://apprenticeshipnh.com/>

Here is how it works:

- ApprenticeshipNH helps employers develop classroom instruction portion of apprenticeship.
- The college closest to employer provides an instructor to develop lesson plans and teach the class. The instructor will also help the employer develop the on-site training portion of the apprenticeship.
- A Community College campus with appropriate programs and facilities hosts related trainings, and provides instructors and adjunct faculty to teach ApprenticeshipNH courses.
- The NH Office of Apprenticeship works closely with ApprenticeshipNH and the employer to develop an apprenticeship program.

## Workforce Attraction and Retention Programs

**ApprenticeshipNH** – a program of the Community College System of New Hampshire (CCSNH) to help make sure New Hampshire's businesses have the employees they need now and in the future. ApprenticeshipNH provides training in IT, manufacturing, healthcare, construction and infrastructure, and hospitality through apprenticeships. Learn more at <http://apprenticeshipnh.com>.

**Advanced Manufacturing Partnerships in Education (AMPed NH)** – a collaborative project between NH Community Colleges, NH Businesses, and the University of New Hampshire. AMPed NH is built upon a Work-based Learning (WBL)-Career Training model that provides community college students paid work experiences that will advance them toward employment or transferring to a UNH 4-year degree program in engineering. Learn more at [www.nhepscor.org/nh\\_amp](http://www.nhepscor.org/nh_amp).

**Running Star** – a program of the CCSNH, Running Star is a partnership between the community colleges of New Hampshire and high schools to give students an opportunity to take college courses for college credit while also completing the requirements for high school graduation. Learn more at [www.mccnh.edu/academics/running-start-program](http://www.mccnh.edu/academics/running-start-program).

**Workforce Accelerator 2025** – The Business and Industry Association (BIA) Workforce Accelerator 2025 is a two-part workforce development initiative launched by the Business and Industry Association and the New Hampshire Charitable Foundation in response to the need for a sustainable solution for growing a skilled workforce in New Hampshire. The initiative includes work related to the state's 65 by 25 goal to ensure 65 percent of the adult workforce possess a meaningful credential or post-secondary degree by 2025 and the School to Career Pathways, which aims to encourage more school/business partnerships throughout the state. Learn more at [www.biaofnh.com/accelerator](http://www.biaofnh.com/accelerator).

**Pathway to Work** – a voluntary program to assist unemployed claimants start their own businesses. Allows eligible unemployed claimants to continue to receive their unemployment benefits while working full time to start businesses in New Hampshire. Provides financial support while they access the resources, information, and training they need to get their businesses off the ground. Learn more at [www.nhes.nh.gov/nhworking/pathwaytowork](http://www.nhes.nh.gov/nhworking/pathwaytowork).

**WorkReady NH** – a practical, tuition-free program designed to meet the needs of job seekers and career builders by providing training in specific skills that employers are looking for in their current and future employees. Learn more at [www.ccsnh.edu/colleges-and-programs/workready-nh/](http://www.ccsnh.edu/colleges-and-programs/workready-nh/).

**Stay Work Play (SWP)** – a 501(c)3 nonprofit organization, established in 2009 by the Governor’s Task Force for the Recruitment and Retention of a Young Workforce for New Hampshire, to support a marketing effort regarding what New Hampshire can offer to the 20- and 30-year-old demographic. Stay Work Play’s mission is to attract and retain more young people to New Hampshire. Learn more at [www.stayworkplay.org](http://www.stayworkplay.org)

SWP has evolved into the keeper of NH’s Young Professionals Networks (YPN). New Hampshire has 15 regional Young Professionals Networks and at least another dozen affinity and business groups for young professionals. These groups serve various regions and industries across the state, holding events designed to enhance the skills and knowledge of younger members of the workforce. Learn more about NH’s Young Professionals Networks here [www.stayworkplay.org/stay/young-professional-networks](http://www.stayworkplay.org/stay/young-professional-networks).

**Emerging Leaders Initiative** – the Small Business Administration (SBA) Emerging Leaders Initiative provides free entrepreneurship education and training for executives of small, poised-for-growth companies that are potential job creators. This intensive executive entrepreneurship series provides opportunities for small business owners to work with experienced coaches and mentors, attend workshops, and develop connections with their peers, local leaders, and the financial community. The Emerging Leaders Initiative series is open to small business owners and executives that have been in business for at least 3 years. Learn more at [www.sba.gov/about-sba/organization/sba-initiatives](http://www.sba.gov/about-sba/organization/sba-initiatives).

**Leadership New Hampshire** – was developed in 1992 in response to recommendations from the Governor’s Commission on the 21st century to “identify emerging talent; motivate emerging leaders



Will Stewart, Executive Director of Stay Work Play. Photograph by Matthew Lomanno Photography.

concerning statewide issues and perspectives; build the expectation that they will take on leadership roles on statewide issues; and develop a network for effective leadership.” Through a unique year-long educational program, Associates interact with top state officials, judges, educators, prison inmates, students, artists, corporate leaders, and others who receive, deliver or make decisions and policy that affect services across the state. Learn more at [www.leadershipnh.org](http://www.leadershipnh.org).

**UNH Professional Development & Training** – offers a variety of learning experiences, including over 250 noncredit workshops, conferences, certificate programs, and online courses. Workshops focus on a wide range of topics including leadership, management and supervision, education and youth services, counseling and social work, human resources, project management, analytics, computers, soil science, stormwater management, and drone operation. Learn more at [www.training.unh.edu](http://www.training.unh.edu).

## SPOTLIGHT

### LoisLab

Located in downtown Portsmouth, LoisLab is a community computer science lab where high school students and teachers can study artificial intelligence and machine learning without limits.

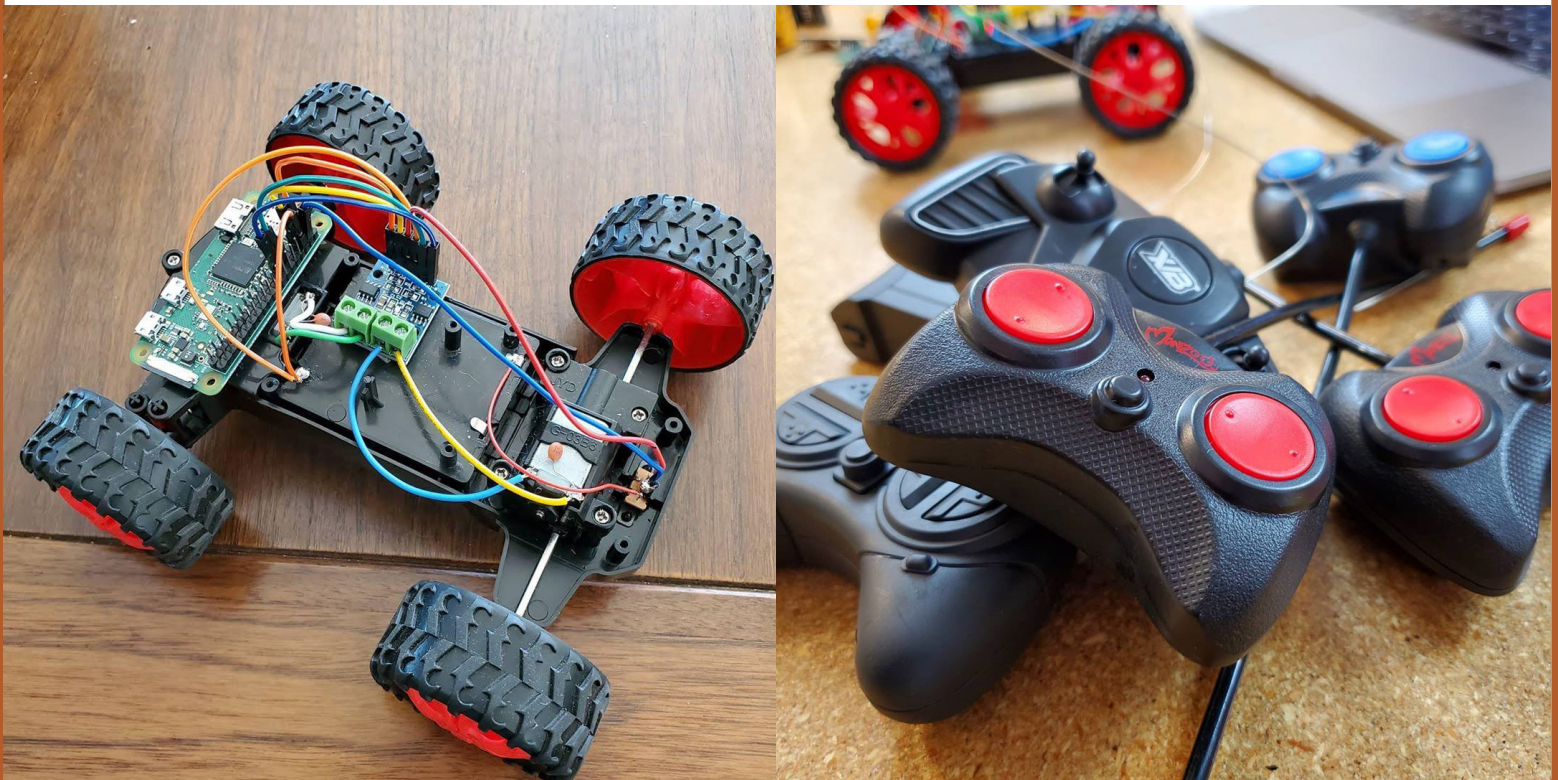
Classes at LoisLab are free and open to students in grades 10 through 12 – demonstrating that there is no reason for students to wait until college to learn about artificial intelligence or how to write Python code. LoisLab provides free and open access to courses, sample design projects, workspace, and tools and equipment, including 3D printers and modular robots, in a supportive and collaborative space.

A joint effort between co-founders Michael Megliola and Jeff Gunn, the lab is intended to be a hands-on, self-directed environment, allowing students to experiment and problem-solve, while also helping teachers develop up-to-date curriculum. For more information, visit [www.loislab.org](http://www.loislab.org).

“LoisLab gives high school students and teachers the opportunity to dig into computer science-related topics like artificial intelligence and robotics, topics that are challenging for many educational institutions to tackle on their own. LoisLab creates on-ramps for interested students to work independently, beyond our classes, in a supportive and collaborative environment.”

Jeff Gunn, LoisLab Cofounder

Students at LoisLab build robots out of inexpensive RC cars in the studio! Photo courtesy of Lois Lab [www.instagram.com/lois\\_lab\\_nh](https://www.instagram.com/lois_lab_nh).



# Technical & Trade Training Programs

In 2012, REDC compiled a comprehensive list of postsecondary technical and trade training programs available in and around southern New Hampshire, focusing our research primarily on trade programs such as electrical, plumbing, HVAC, welding, machinery, advanced machinery/CNC, and other like programs. As part of the 2020 CEDS process, REDC reviewed the most current data and updated it. In addition to those programs on the map, two schools in the Boston, MA area, (the Wentworth Institute of Technology [[www.wit.edu](http://www.wit.edu)] and the Benjamin Franklin Institute of Technology [[www.bfit.edu](http://www.bfit.edu)]), offer a wide array of programs and classes.

**1** NHTI Concord's Community College  
[www.nhti.edu](http://www.nhti.edu)  
Advanced Manufacturing Processes,  
Computer Aided Design (CAD),  
Electronic Technology, WorkReadyNH

**1** IBEW Local Union 490  
[www.ibew490.org](http://www.ibew490.org)  
State Approved Electrical  
Apprenticeship Program

**2** NH Plumbers & Pipefitters UA Local 131  
[www.ualu131.org](http://www.ualu131.org)  
Plumbing Apprenticeship Program

**3 & 12** NH School of Mechanical Trades -  
[www.nhtradeschool.com](http://www.nhtradeschool.com)  
State Sponsored Electrical  
& Plumbing Apprenticeship

**3** Manchester Community College  
[www.mccnh.edu](http://www.mccnh.edu)  
Advanced Manufacturing  
Technology, Construction  
Technology, Electrical  
Technology, CAD, WorkReadyNH

**3** Manchester School of Technology  
<http://mst.mansd.org/programs/cte-programs/electrical>  
State Sponsored Electrical  
Apprenticeship

**4** Tenet Electrical School  
[www.tenet-ed.com](http://www.tenet-ed.com)  
Electrical Apprenticeship  
and Code Update Course  
Work

**5** Nashua Community College  
[www.nashuacc.edu](http://www.nashuacc.edu)  
Electronic Engineering Technology,  
Machine Tool Technology, CNC,  
WorkReadyNH

**5** Visible Edge  
[www.visible-edge.com](http://www.visible-edge.com)  
Machine Design, Pipe Design

**6** Granite State Trade School  
[www.granitestatetradeschool.com](http://www.granitestatetradeschool.com)  
Gas, Plumbing Continuing  
Education Coursework, Gas Licensing

**7** Great Bay Community College -  
Advanced Technology & Academic  
Center  
[www.greatbay.edu/about/atac](http://www.greatbay.edu/about/atac)  
Advanced Manufacturing, CNC

**8** Dover High School  
603-516-6978  
State Sponsored Electric  
& Plumbing Programs

**9** Portsmouth Naval Shipyard  
<http://www.navsea.navy.mil/Home/Shipyards/Portsmouth/WorkerSkills.aspx>  
Heat Metal, Welding, Machinist,  
Electronics, HVAC, CNC,  
Fabrication &  
Apprenticeship Jobs

**9** Great Bay Community College  
Portsmouth  
[www.greatbay.edu](http://www.greatbay.edu)  
Welding Technology,  
WorkReadyNH

**10** Intercoast Career Institute  
[www.intercoast.edu](http://www.intercoast.edu)  
State Sponsored Electrical Apprenticeship

**11** Wilbur H. Palmer Vocational-Technical Center  
[www.cte.sau81.org](http://www.cte.sau81.org)  
Building Trades, Pre-Engineering, Heavy Duty  
Mechanics, Welding Technology

**Map Labels:**  
1 - Concord  
2 - Hooksett  
3 - Manchester  
4 - Bedford  
5 - Nashua  
6 - Raymond  
7 - Rochester  
8 - Dover  
9 - Portsmouth  
10 - Salem  
11 - Hudson  
12 - Hampton

## Introduction

For the first time, REDC is including a Housing Chapter in the five-year vision CEDS. REDC has long recognized housing as a region-wide barrier to economic development, but the worsening housing crisis across the region and state has propelled housing affordability, availability, and diversity to the top of the CEDS goals. Improving access to a range of housing types was identified in nearly every visioning session leading up to the creation of the five-year vision CEDS. Participants noted that it is particularly difficult to find smaller, accessible, affordable housing options, which increases the overall cost of living in the region dramatically and limits opportunities for younger members of the workforce to choose the region, as well as creates barriers for older residents who are ready to downsize.

In New Hampshire, housing that is suitable for the members of the workforce – workforce housing – is defined as rental housing affordable to households making up to 60 percent of the area median income (AMI) and for-sale housing affordable to households making up to 100 percent of AMI. The word “affordable” meaning that gross house costs (including taxes and utilities) do not exceed 30 percent of household income. Workforce housing is often described as housing for essential members of every community: schoolteachers, fire fighters, police officers, medical personnel, librarians, local shop owners, and more.

An adequate supply of housing within reasonable commuting distances of places of employment is critical to the region’s economy, especially as the number of high skill jobs is nearly double the number of qualified job seekers. The state and region’s workforce shortage has caused a strain on existing businesses and deterred new businesses from setting up shop in the Granite State.

The New Hampshire Housing Finance Authority (NHHFA) has developed resources to support communities in their efforts to expand housing affordability, supply, and diversity:

- Meeting the Workforce Housing Challenge Guidebook is designed to help municipal land use boards meet state workforce housing law requirements and shape future growth in their communities.
- Housing Solutions Handbook for New Hampshire offers tools and techniques to provide affordable and workforce housing development opportunities.
- Accessory Dwelling Units in New Hampshire: A Guide for Municipalities is designed to help municipalities meet New Hampshire’s ADU law and shape future development of ADUs in their community.

These resources and more are available at [www.nhhfa.org](http://www.nhhfa.org).

## REDC’s Housing Advocacy Program

In response to the worsening housing crisis and impact on the region’s economic development, REDC has created a program focused on the issues of housing supply, diversity, and affordability. Over the past two years, since forming a strategic partnership with the Workforce Housing Coalition of the Greater



Housing in New Hampshire.

Seacoast in 2018, REDC has incrementally expanded the Coalition's housing advocacy work to the thirteen communities not previously served by one of the state's regional housing coalitions: Auburn, Derry, Londonderry, Hampstead, Atkinson, Windham, Plaistow, Salem, Pelham, Hudson, Litchfield, Merrimack, and Nashua.

Last year, REDC piloted the first "Charrette to the West" in Pelham, using the Coalition's charrette model as a guide. Over the next three years, with the assistance of New Hampshire Housing, REDC will incrementally expand this work with the goal of ensuring that local land use regulations promote housing supply, affordability, and diversity. In addition to offering a second "Charrette to the West", REDC will accomplish this goal through education, community engagement, and local advocacy.

Specifically, REDC's Housing Advocacy Program will offer communities technical assistance geared toward amending land use regulations to facilitate the development of a range of housing types; build relationships with local leaders, municipal staff, and key community groups; and provide opportunities for engagement and education, including screenings of the forthcoming documentary, *Communities and Consequences II: Rebalancing New Hampshire's Human Ecology*. [www.redc.com/housing](http://www.redc.com/housing).

## Legislative and Local Policy Corner

### State:

#### **Housing Appeals Board (RSA 679:1-19)**

The Housing Appeals Board (NH RSA 679:1-19) will go into effect on July 1, 2020. The Housing Appeals Board (HAB) is an alternative venue to Superior Court to hear appeals of local decisions relative to housing and housing development. Although the Housing Appeals Board has the same legal standards as trial court, the HAB offers a simpler process with an accelerated timeline and decisions made by the HAB can be appealed to New Hampshire's Supreme Court. Find the full text here: [www.gencourt.state.nh.us/rsa/html/LXIV/679/679-mrg.htm](http://www.gencourt.state.nh.us/rsa/html/LXIV/679/679-mrg.htm).

### **Pending Legislation: HB 1629 and HB 1632**

Due to the 2020 COVID-19 pandemic, the NH legislature and current legislation are in limbo. Two bills related to housing and housing development, HB 1629 and HB 1632, both of which are the result of a taskforce convened by Governor Sununu in 2019, are pending until legislators can return to the NH State House.

HB 1629, an act relative to training and procedures for zoning and planning boards, will require municipalities to provide the same incentives for workforce housing that are provided for age-restricted housing, allow municipalities to adopt mandatory inclusionary zoning (with some limitations), and includes fee shifting provisions and bond requirements for those challenging local approval of development.

HB 1632, an act relative to financial investments and incentives for affordable housing development, offers financial incentives to developers and municipalities related to housing development and regulation, respectively. This bill enhances the Tax Increment Financing (TIF) and Community Revitalization Tax Relief Incentive statutes (NH RSA 79-E), as well as creates a "housing champion" certification, awarded to municipalities meeting certain criteria, giving preferential access to funding.

More information about the above two bills can be found at [www.gencourt.state.nh.us](http://www.gencourt.state.nh.us).

### Local:

#### **Exeter, NH**

In 2018, Exeter was awarded a Municipal Technical Assistance Grant (MTAG) by Plan NH and the NHHFA to explore housing supply, affordability, and diversity. Exeter spent the following two years working with Horsley Witten Group exploring the expansion of housing options in Exeter's C-1 and WC (commercial) districts. Exeter's work resulted in the creation of a new allowable use to the targeted districts: the Mixed Use Neighborhood Development (MUND). MUND was supported by the Planning Board and passed by voters on March 10, 2020. MUND allows for mixed use development at



Charrette to the West in Pelham, NH.

different scales in existing mixed use areas of Exeter, including Downtown, Lincoln Street, and Portsmouth Avenue, and uses a series of incentives to create a mix of housing units (including 10 percent deed-restricted affordable units) and neighborhood scale commercial operations. Design standards are included in MUND to ensure high quality development that is consistent with the scale and historic character of these neighborhoods.

Learn more about Exeter's work at [www.exeternh.gov/bcc-hac](http://www.exeternh.gov/bcc-hac) and the MTAG program at [www.plannh.org/nh-municipal-technical-assistance-grant-program](http://www.plannh.org/nh-municipal-technical-assistance-grant-program). Applications to the Municipal Technical Assistance Grant program are accepted on a rolling basis and open to all New Hampshire communities.

## Pelham, NH

Following the 2019 housing design Charrette to the West, presented by the REDC with the assistance of the Workforce Housing Coalition of the Greater Seacoast, in Pelham, NH, the Planning Board drafted amendments to the town's accessory dwelling unit ordinance. The amendments included allowing detached units (by eliminating the requirement for a common wall), increasing the maximum to 1,000 square feet (from 800), and removing the requirement that either the ADU or primary dwelling unit be owner occupied. The zoning amendment, recommended by the Planning Board, passed on March 10, 2020.

An excerpt quote from the town of Pelham's 2020 Town Voter Guide: "Accessory dwelling units can

## SPOTLIGHT

### Training for Housing Advocates

In 2018, Boston University's Initiative on Cities released the results of a study that demonstrated that those who participate in planning and zoning board meetings are more likely to oppose than support housing development. The Workforce Housing Coalition of the Greater Seacoast responded by creating a program of work called YIMBY Academy – a series of events and workshops with a goal of training YIMBYs, yes-in-my-backyard, and other housing supporters on how to be effective advocates. The Coalition has partnered with Concord-based nonprofit, New Futures, to learn advocacy best practices, address common barriers to advocacy, and articulate and demystify the local government processes. In 2019, the Coalition piloted this work in Exeter and Nashua. The Coalition has since created supplemental documents and a webinar on the topic. These trainings are available to community groups looking for assistance getting organized around the issues of housing affordability, availability, and diversity. Learn more at [www.seacoastwhc.org](http://www.seacoastwhc.org).

provide options for aging homeowners to derive income from an ADU that they can rent or occupy themselves, increasing opportunities for elderly residents to remain living on their property with independence and dignity. ADUs can provide space for single parents, recent college graduates saddled with significant college loan debt, caregivers, and disabled persons.”

## The Missing Middle and Incremental Development

In 2019, Charles Marohn, the president and founder of Strong Towns, visited New Hampshire, kicking off a statewide conversation about incremental development. In the spring, John Anderson, founding member and senior faculty with the Incremental Development Alliance (IncDev), visited the state to continue this conversation.

Both Strong Towns and IncDev call for zoning which allows for the next increment of development by right. This means, for example, allowing single-family homes to become duplexes, duplexes to become triplexes, and beyond. Incremental development necessitates allowing the creation of missing middle housing types including duplexes, triplexes, quadplexes, and cottage clusters. Missing middle housing is often designed to fit the scale of single-family homes and overall scale and character of the surrounding area.

New Hampshire’s accessory dwelling unit law (RSA 674:71-73), in effect since June 2017, is in the spirit of incremental development: requiring all municipalities permit at least one attached accessory dwelling unit wherever single-family residences are allowed by zoning. Other parts of the country, including the city of Minneapolis, Minnesota and the state of Oregon have gone further to embrace missing middle housing. In 2018, the Minneapolis City Council adopted a measure which virtually ended single-family zoning citywide by allowing duplexes and triplexes in every single-family zone, effectively tripling the city’s housing capacity. Oregon

followed suit in 2019, becoming the first state to effectively do away with single-family zoning. The measure adopted by Oregon lawmakers goes a step further, requiring cities in the Portland metro area, allow quadplexes and cottage clusters in addition to duplexes and triplexes.

In many New Hampshire communities, such housing types exist despite not being allowed under modern zoning laws. Exeter’s Housing Advisory Committee, with the help of the Rockingham Planning Commission, has catalogued several examples in their community in the Exeter multifamily housing map. The objective of Exeter’s work is to demonstrate that multifamily housing can be beautifully designed and scaled appropriately to the surrounding neighborhood. Embracing missing middle housing and other examples of gentle density, including accessory dwelling units, erases fears that creating housing affordable to the workforce will damage the character of New Hampshire’s small and medium-sized communities. Explore Exeter’s multifamily housing map here:

[bit.ly/ExeterHousingMap](https://bit.ly/ExeterHousingMap).

Learn more about the Incremental Development Alliance, Strong Towns, and Missing Middle Housing at the links below:

- Incremental Development Alliance helps locals strengthen their neighborhoods through small-scale real estate project. Learn more about IncDev at [www.incrementaldevelopment.org](http://www.incrementaldevelopment.org).
- Strong Towns is an international movement that’s dedicated to making communities financially strong and resilient. Learn more about Strong Towns at [www.strongtowns.org](http://www.strongtowns.org).
- Missing Middle Housing is a term coined in 2010 by Daniel Parolek (founder of Opticos Design) and inspired a movement for housing choice. Learn more at [www.missingmiddlehousing.com](http://www.missingmiddlehousing.com).

Strong Towns has a simple, two-part rule for healthy neighborhood change: No neighborhood can be exempt from change, and no neighborhood should experience sudden, radical change.

## Public Participation

Authored by Consensus Building Institute

### Background

The CEDS Five Year Vision planning and drafting process involves broad-based community consultation and dialogue. As part of the 2020 planning process, REDC held three in-person and two online public visioning sessions in February and March 2020. The sessions had three broad purposes:

- Provide a forum for a diverse group of individuals interested in regional economic development to meet, share ideas, and learn from each other;
- Provide participants an opportunity to learn from local economic development experts; and
- Gain insight from the public and local stakeholders on regional strengths and weaknesses and the goals and objectives the region should pursue over the next five years to further regional economic development.

The three in-person visioning sessions were open to the public, featured a keynote speaker, and involved a facilitated discussion to gather public input. REDC canceled its fourth public visioning session (which was to take place in Nashua) due to the COVID-19 pandemic. Instead, REDC hosted a series of two online focus groups with Nashua community and business leaders. Finally, REDC created an online survey to gather additional input.

The Consensus Building Institute (CBI) provided facilitation services at each of the visioning sessions and focus groups and reviewed the survey results. CBI is a not-for-profit 501(c)(3) organization based in Cambridge, Massachusetts, that provides facilitation and mediation services to help public, private, and



Toby Berkman, Senior Associate at The Consensus Building Institute facilitating REDC's CEDS Visioning Session in Derry, NH.

non-governmental organizations nationally and internationally reach agreement on complex public policy matters. The CBI facilitation team consisted of Tobias (Toby) Berkman, Senior Associate, and Florangel (Angel) Suero, Junior Associate.

CBI drafted a Final Report summarizing the public input from the visioning sessions and the online survey. Although the report provides some basic background on the sequence and agenda of each meeting, it is not intended to serve as a precise delineation of what transpired during the sessions. Rather, the report seeks to identify and analyze the key themes that the public expressed and provide recommendations to REDC as it drafts the upcoming CEDS Five Year Vision report.

### Overview of the Sessions and Survey

The three in-person visioning sessions took place at different locations in southern New Hampshire. Their dates and locations were as follows:

- February 4, 5pm, The Galley Hatch, Hampton
- February 5, 9am, Derry Town Hall, Derry
- March 9, 5pm, The Stone Church, Newmarket

The meetings attracted a range of participants from diverse backgrounds, including state and municipal government officials and employees, students, business representatives, and private citizens.

Each of these meetings shared an overarching structure. First, Laurel Adams, President of the REDC, welcomed participants and explained the objective of the visioning sessions and CEDS. Next, two speakers provided expert background on economic development challenges and opportunities in southern New Hampshire and addressed questions from participants. After these opening presentations, meeting participants engaged together in a collaborative “visioning session,” involving a combination of full group discussions and/or small group breakouts.

Given the onset of the COVID-19 pandemic and the implementation of social distancing measures in the month of March, only one public visioning session was hosted in person in March, and two more intimate online focus group sessions were held instead of the fourth session. The two online focus groups followed a different format but sought to elicit similar feedback. They took place on April 1 and April 3 via Zoom.

In addition to these in-person and virtual efforts, an online survey was distributed and open to the public. The survey questions largely mirrored the in-person questions from the visioning sessions. They focused on those aspects of the southern New Hampshire region respondents most appreciated and would want to preserve, aspects of the region they would most want to change, and feedback on regional economic goals and objectives.

### The Guest Speaker Presentations

The guest speaker presentations from the Regional Planning Commission Executive Directors and local economic experts provided important background and context on regional economic development challenges and opportunities.



REDC's CEDS Visioning Session in Hampton, NH.

### Hampton

The Hampton meeting was co-hosted by the Hampton Area Chamber of Commerce, represented by Chamber President John Nyhan. Tim Roache, Executive Director of the Rockingham Planning Commission (RPC), discussed how to improve business retention and expansion in the region. He stressed the strengths of the region in attracting and retaining businesses, the need to improve the workforce education through workforce training programs, and the importance of holistic planning and policymaking through initiatives like the CEDS.

Taylor Caswell, Commissioner of the NH Department of Business and Economic Affairs, offered a presentation that also highlighted New Hampshire's various economic strengths, including its highly tax-friendly business climate (in particular compared to neighboring states in the northeast), its high degree of economic freedom, and net millennial in-migration in recent years. He provided background on the state's efforts to attract businesses and entrepreneurs through innovative marketing, and the successes of New Hampshire small businesses like micro-breweries.

### Derry

In Derry, Sylvia von Aulock, Executive Director of the Southern New Hampshire Planning Commission (SNHPC) provided background on population growth, development priorities, housing, transportation projects, and infrastructure projects in the SNHPC region. She provided survey data showing that millennials in the region are concerned



REDC's CEDS Visioning Session in Derry, NH.



REDC's CEDS Visioning Session in Newmarket, NH.

about a range of economic issues, including jobs, housing and recreation, while seniors are most concerned about transportation issues. She also provided data on how the availability of housing has not kept pace with rapid population growth in the region, leading to significant increases in housing costs.

Ross Gittell, Chancellor of the Community College System of NH, offered a detailed snapshot of the region's recent development and future challenges. He highlighted the region's strong economic growth, aging workforce, and low unemployment, and the need for more educated workers to enable more economic growth. He strongly endorsed the idea that there is untapped potential for the southern New Hampshire region to grow from within, by improving workforce education and housing options for younger New Hampshire residents.

### Newmarket

Jennifer Czysz, Executive Director of the Strafford Regional Planning Commission (SRPC), provided regional demographic information on a variety of issues related to economic development planning. She noted, for example, that the 65+ demographic is projected to grow faster than the school and working age populations in the region, while housing availability is under 1%, well below the target for a balanced market. She highlighted regional efforts to tackle development challenges like traffic congestion, climate-resilient infrastructure, small business growth, environmental preservation, workforce development, and quality of place.

Scott Lemos from the University of New Hampshire offered reflections on regional economic development pre- and post-COVID-19. Like the other speakers, he noted regional economic strengths — including its low unemployment, high median income, skilled workforce, and low poverty — as well as opportunities like improving workforce education and focusing on high-growth economic sectors. He also highlighted the extreme uncertainty accompanying the COVID-19 outbreak for the rest of 2020 and beyond, as well as regional economic vulnerabilities including the tight labor market, aging workforce, housing costs and availability, limited transportation options, and lack of workers with skills to match the needs of employers.

### The Visioning Sessions and Focus Groups

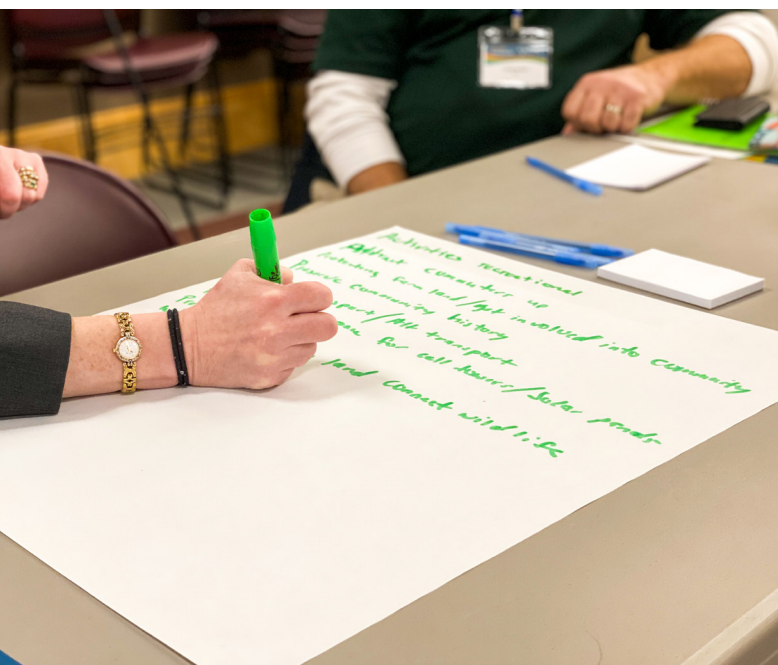
During the visioning portion of the meetings, CBI facilitator Toby Berkman led the group in a facilitated conversation around what they liked and wanted to preserve about southern New Hampshire, and what they wanted to see changed or improved in the region. During the full group discussions, Mr. Berkman asked participants a series of broad questions that touched upon the following issues:

- Aspects of living and working in the southern New Hampshire region that participants most want to preserve;
- Aspects of living and working in the region that are most challenging;

- Which economic development strategies should be continued and/or expanded; and
- Which economic development strategies should be adjusted or implemented in the region.

During breakout sessions, participants were given flipchart paper and markers and asked to come up with a list of priorities and goals for the southern New Hampshire region across five different areas: workforce attraction and retention, housing, infrastructure development, sustainable living, and regional cooperation. A sixth category of sense of community was added at the first public visioning session in Hampton.

The Newmarket in-person session took place just before social distancing measures were put in place, and as a result did not have enough attendees for breakout groups. The agenda of the meeting was modified to accommodate the small number of participants. Mr. Berkman facilitated a discussion with all attendees which covered all the topics that would have been otherwise covered in separate breakout groups.



REDC's CEDS Visioning Session in Derry, NH.

Mr. Berkman concluded the meetings by thanking participants and summarizing the various ideas that had emerged from both the small and the large group discussions. Before they left, participants were invited to suggest a one-sentence vision for the future of economic development in the region.

During the online focus groups, like in the in-person meetings, participants were asked about their values and their suggestions on economic development strategies. Both focus groups also touched on the new realities the region was facing and would face moving forward due to the COVID-19 pandemic, and how these new realities might impact economic development goals and objectives for the region.

### Feedback from the Visioning Sessions and Focus Groups - Themes

While participants offered a range of perspectives and every meeting was different, a number of themes arose across the meetings and survey responses overall.

#### Theme 1: The challenge of finding the right compromise between staying the same and moving forward

Many participants declared their appreciation for the access they have to their local governments, and recognized community engagement as a beloved cornerstone of southern New Hampshire life. Nonetheless, participants also identified a municipal fear of change, also labeled as a “Live Free or Die” attitude, that makes it difficult to implement changes at the municipal level.

Participants gave many examples of how this status-quo bias is a barrier to advocacy for capital improvement projects and noted “anti-development attitude[s]” and an “anti-bureaucracy mindset” as two defining characteristics of status-quo bias. One participant put it succinctly: “towns struggle with this, they tend to pay more attention to land

conservation than to... development.” Another participant added to this sentiment: “a lot of development is needed but how do we keep the character of New Hampshire?”

Southern New Hampshire’s character as described by participants is defined by the close proximity to natural assets like beaches and mountains, and the city of Boston, as well as high quality of life markers like small towns characterized by intimate communities, friendly neighbors, and easy access to town governments. Participants treasure these characteristics as uniquely New Hampshire and part of what attracted them to or keeps them in the state.

Nevertheless, there are challenges. For example, participants repeatedly mentioned the difficulty of being involved in local decision-making, due to busy schedules and a lack of time to show up at events of formal engagement. Others named the dependence of towns on volunteers that may lack expertise or experience and make shortsighted decisions. Participants identified a need to expand municipal capacity by adding professionals with relevant expertise to town governments.

Overall, participants suggested that while the region should continue to evolve, improve, and seek to attract new people, it should do so while promoting and preserving its own unique identity and way of life.

**Theme 2: The need for thoughtful collaboration and coordination between and across all levels of governance (towns, to regions, to the state) and among civil society, businesses, and the public sector**

In all meetings, participants identified a need for greater collaboration and coordination with intentionality between local governments and the state of New Hampshire legislature, and between



REDC's CEDS Visioning Session in Hampton, NH.

government at all levels and the business sector. Many participants identified the need for greater municipal collaboration as a critical issue for the region. They named opportunities for improving major infrastructure, like sewers and water management, public transportation, and housing as largely dependent on how effectively the region can collaborate across municipal boundaries and with the state. Problems like homelessness and addiction require a regional approach, and are far too complex for any one town to tackle on its own.

Participants also noted the importance not just of collaborating across municipal boundaries, but doing so with intentionality. One participant, for example, suggested the region as a whole would be better off if it picked specific economic sectors to focus on developing over time. Participants across multiple meetings suggested that tackling issues like housing requires effective planning (for example an awareness of the future impacts of development and density like gentrification<sup>0</sup> and proactive measures to anticipate and address them.

Some areas require collaboration across and within other sectors. For example, educational institutions

could work more closely with local businesses to ensure they are preparing students for the right jobs of the future. Nonprofits could work more effectively together to avoid duplicating work, and maximize their collective impact, through better and more consistent communication.

### Theme 3: The interconnectedness of all major issues

One dynamic that participants observed in their small group conversations was the tendency of issues to bleed into and overlap with one another. Discussions on housing inevitably touched on housing's impact on the region's ability to attract and retain workers. Conversations on sustainable living turned to issues of infrastructure. And every issue, it seemed, evoked reflections on how more regional collaboration could make things better.

## Theme 4: Address underserved, high-potential segments of the workforce and economy

Within their conversations across multiple topics, participants spoke about the need to focus on underserved, high-potential segments of the workforce and economy. For example, within housing, participants noted that the housing shortage is especially dire for middle-income workers, which exacerbates issues of worker attraction and retention. This type of housing is ideal for individuals and households who are entering the workforce and who have the potential to stay and contribute to the regional economy for years to come.

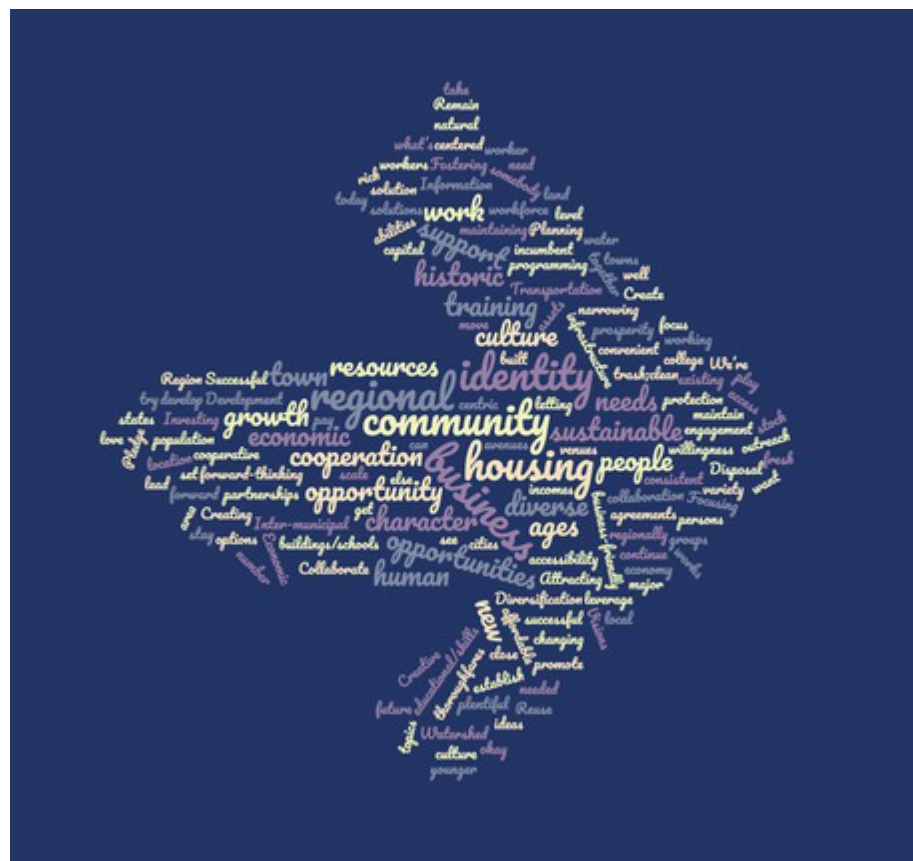
Within education, participants highlighted the value of trade schools, whose graduates may be more likely to stay in New Hampshire and provide critical skilled labor to regional businesses. And with respect to business hiring, they noted the importance of upskilling workers so they can obtain jobs that are high-skill but that do not necessarily require a completed bachelor's degree. Across sectors,

participants suggested that focusing on these core underserved, high-potential segments of the workforce should represent a key element of the region's economic development strategy.

## Vision Statements

As noted above, participants had an opportunity at the end of each in-person meeting to provide a one-sentence “vision statement” on regional economic development in southern New Hampshire. Their statements touched on many of the same themes discussed above, including the importance of fostering a regional identity and culture, improving diversity in the housing stock, upskilling the workforce, and fostering regional collaboration.

Participants' vision statement can perhaps best be represented visually. The graphic below is a "word cloud" of the language from all the vision statements combined. The larger the word, the more frequently it was mentioned.



Word Cloud produced by The Consensus Building Institution, based on what was discussed at the REDC's 2020 Visioning Sessions.

# 2020-2024 CEDS Vision, Goals, and Objectives

The development of the Vision, Goals, and Objectives for the REDC CEDS for 2020-2024 was based upon the grassroots input provided at the in-person and online visioning sessions held throughout the region in 2020. REDC also incorporated its experience in the development of the previous five-year CEDS in 2000, 2005, 2010, and 2015. REDC reviewed the Economic Development Goals and Objectives draft with the CEDS Steering Committee electronically before finalizing the material as part of this CEDS document.

The Vision, Goals, and Objectives of the REDC CEDS are designed to promote and encourage responsible, diversified economic development that fosters high-skill, higher-wage jobs, supports innovative industry sectors and clusters, improves economic conditions, and strengthens the region's resiliency to economic disruption. REDC recognizes that economic development is varied and diverse, as is the support needed within our region.

Our vision for southern New Hampshire is a region rich in opportunity for all ages with a diverse business climate; a commitment to preserve our plentiful cultural, natural, and historic resources; a strong local identity; and convenient access to major thoroughfares and cities. Achieving this future will necessitate forward-thinking collaboration among individuals, businesses, communities, and the state to foster a diverse housing stock, a skilled workforce, robust and resilient infrastructure, a business-friendly environment, and strong communities.

The Economic Development Goals and Objectives for the 2020-2024 REDC CEDS are as follows:



**INFRASTRUCTURE DEVELOPMENT:** To invest in infrastructure planning and improvements such as roads, bridges, walkable communities, water and wastewater systems, broadband,

energy networks, and multi-modal transportation systems that will strengthen and diversify the regional economy, promote economic resiliency, and strengthen the region's adaptation to climate change.

- Encourage project options with a focus on regional cooperation, working collaboratively, or shared services that will consolidate local services to create economic efficiencies and improve the effectiveness of service delivery;
- Facilitate collaboration between the private and public sectors to create more effective and efficient public/private partnerships to address regional problems and expand the economy;
- Maintain and expand the region's infrastructure to address the needs of existing businesses and residences, as well as accommodate the needs of new and expanding businesses;
- Target infrastructure improvements to "pockets of distress" in accordance with sustainable development principles;
- Expand public transit systems through investments in bus and rail service as a means to maximize the mobility of the workforce;
- Encourage development of interconnected, multi-modal transportation systems with alternative travel networks and connections such as bike lanes, walkable communities, and ride share options;

- Incorporate the findings from municipal and regional vulnerability assessments focused on sea level rise, flooding, and the other projected impacts of climate change into infrastructure planning, design, and construction;
- Upgrade water, stormwater, sewer, septic, and wastewater treatment infrastructure to meet regulatory changes or as part of a local, regional, and/or state resiliency plan; and
- Encourage programs that focus on educating the general public and elected officials on what encompasses infrastructure.



**WORKFORCE ATTRACTION & RETENTION:** To attract and retain a skilled workforce by providing the necessary support in the form of housing, education and training,

networking, transportation options, and cultural/ social opportunities.

- Leverage the resources available through the workforce development and university/ community college systems to address the growing skill needs of the business community and regional workforce;
- Facilitate collaboration among stakeholders in the economic development, workforce development, and education sectors to address the current and future skill needs of the business community and regional workforce;
- Identify and address the employment and skill needs of firms within the specific growing industry sectors and innovative clusters in the region;

- Foster workforce development at the high school and vocational, trade, and technical school levels in an effort to retain New Hampshire talent;
- Create or promote spaces, forums, and events that provide opportunities for employers to connect with potential employees;
- Enhance and augment the existing support network for startups and small- and medium-sized enterprises;
- Improve local networks and connections among young professionals and businesses; and
- Encourage projects, businesses, and services that provide cultural and social opportunities for a younger, educated demographic.



**HOUSING:** To develop diversified housing options for people of all incomes, ages, and lifestyles.

- Work with communities and residents to identify the need for and benefits of a diversified housing stock, including homes of various sizes at multiple price points;
- Increase the availability and affordability of the region's housing supply to ensure the availability of workers for expanding businesses and new firms in the region;
- Work with employers, state and local housing and development entities, banks, and private developers to encourage the development of workforce housing on a regional basis;

- Support the development of financial incentives for communities to work together to address the region's workforce housing needs;
- Partner with housing-focused organizations like Workforce Housing Coalition of the Greater Seacoast and New Hampshire Housing to support their work advocating for policy at the state and local levels that will facilitate the development of housing;
- Facilitate collaboration between the private and public sectors to create more effective and efficient public/private partnerships to address regional housing problems;
- Promote pedestrian-friendly, mixed-use (residential and commercial) developments in the downtowns and village centers of the region; and
- Increase broad-base knowledge of programs available to homebuyers such as USDA rural development, FHA, and NH Housing Finance Authority programs.



**SUSTAINABLE LIVING:** To foster a strong sense of community and maintain the unique qualities of life in southern New Hampshire through sustainable living best management

practices, including the preservation of natural and historic resources and a balanced approach to economic development and resiliency.

- Encourage investment in environmentally sustainable development related to “green” products, processes, and buildings as part of the “green” economy;

- Support the working landscape of farms, forestland, and fishing industries serving the region;
- Build and rebuild the energy infrastructure of the region through conservation initiatives, development of renewable energy sources, and working with the public utility companies while encouraging a diversity of energy options to insulate against fluctuations in the energy market;
- Engage and encourage local, regional, and state agencies, businesses, and conservation groups to work together in climate adaptation and resiliency planning;
- Identify and redevelop Brownfields sites to return them to productive economic use;
- Redevelop properties for industrial and commercial uses in “pockets of distress” areas, downtowns, and village centers through the use of targeted financial resources;
- Promote plans and activities that foster a sense of community across a diverse population; and
- Promote tourism and recreational plans, development, and activities that reflect the historic, cultural, and natural resources of the region.

## Project Selection Criteria

Using the 2019 CEDS Priority Project List as the starting point for the 2020 List, REDC requested updates on existing project from each project proponent starting in January 2020. Then in February 2020, REDC utilized a comprehensive Request for Projects process to request new proposals from around the region.

After collecting the new and updated project proposals, REDC staff reviewed each to ensure compliance with at least one of the CEDS goals and objectives, which include Infrastructure Development (ID); Workforce Attraction and Retention (WF); Housing (H); and Sustainable Living (SL). Projects are also categorized on length of project/time for completion, which are: Short-term (less than 24 months), Intermediate-term (2-5 years), and Long-term (over 5 years).

Due to the COVID-19 stay at home orders in place, projects were presented to the CEDS Steering Committee via an email in mid-April. Updates were provided for all projects that provided information, and new projects were outlined in detail. REDC staff made recommendations for additions and changes to the CEDS Priority Project List based on its review of the materials submitted by the municipalities and organizations. The Steering Committee approved changes to the List via email between April 15 and April 22, 2020.

## 2020 Priority Project List Updates

During the 2019-2020 planning cycle, six of the REDC CEDS Priority Projects were removed from the List: one was completed, four were removed

by the project proponent, and one was removed because of the lack of a project proponent participation. The following outlines each project.

- Derry Master Plan, Derry, NH. The town updated and completely revised its Master Plan. The plan was adopted by the town in February 2020. Total cost \$105,000. No jobs were created or retained.
- YMCA Exeter Project, Exeter, NH. While the bulk of this project was completed and has been open to the public for years, the aquatic expansion for the facility was placed on hold in 2019. The Southern District YMCA (project proponent) chose not to submit an update for 2020; therefore, the project was removed.
- Pelham Water/Sewer Study, Pelham, NH. There are no plans to fund this project; therefore, the town asked for it to be removed from the list.
- Regional Biosolids/Septage Treatment Facility, Portsmouth, NH. The city removed the project from its Capital Improvement Plan and is no longer pursuing it. The city asked for it to be removed from the list.
- Granite Meadows Business Park, Raymond, NH. The Granite Meadow property is being subdivided and sold as separate lots. Recently a five-acre portion was purchased and will become a Mega-X gas station. Since the site is being broken up and developed separately, the town no longer wishes to keep the project on the list.
- Town of Raymond Wastewater Treatment Facility, Raymond, NH. The town is no longer pursuing this project at this time and requested it be removed from the list.

For detailed updates regarding each project, please refer to the Project Update Matrix, starting on page 91.

# New Priority Projects

After extensive outreach, the RPF process produced three new priority projects for the 2020 CEDS. Details on each project are provided below.



## Hampton Comprehensive Master Plan Update

**Location:** Hampton, NH

**Project Description:** A comprehensive update to the Hampton Master Plan in two phases. Phase I involves the Vision and Coastal Management Components. Phase II will address the numerous additional components to achieve a comprehensive update, including existing and future land use, transportation, housing, economic development, utilities and public service, natural resources, implementation, etc.

**Time Frame:** Short-term

**Goals Addressed:** ID, WF, H, SL

**Estimated Cost:** \$170,000

**Estimated Jobs:** unknown

**Potential Funding Sources:** NOAA/NHCP grant, Municipal



## U.S. Route 1 Sidepath Construction

**Location:** Portsmouth, NH

**Project Description:** As part of the City's overall Bike/Pedestrian Plan, the Rt.1 sidepath project calls for creation of a walkable and bike-able connection for neighborhoods and destinations along Route 1 through construction of ten ft. sidepaths on each side of road in available NH DOT right-of-way. This will be a phased project; the first phase is the design work from the intersection of Elwyn Road/Peeverly Hill Road to Heritage Ave. to correspond with the NHDOT Route 1 Corridor. Additional sections will be designed as part of Phase 2, and construction of the project is Phase 3. Most of the project falls within NHDOT jurisdiction and requires coordination and permission from the state agency to implement and maintain. Because of the corridor project and DOT involvement, final costs may be more than the city portion.

**Time Frame:** Intermediate-term

**Goals Addressed:** ID, SL

**Estimated Cost:** \$1,425,000

**Estimated Jobs:** unknown

**Potential Funding Sources:** Municipal



## C & J Bus Terminal

**Location:** Seabrook, NH

**Project Description:** The redevelopment of the vacant Sam's Club site, with 50% of the parcel being owned by C&J Bus Line. C&J will construct a full-service bus line with a terminal at the site, with approximately 900 parking spaces.

**Time Frame:** Short-term

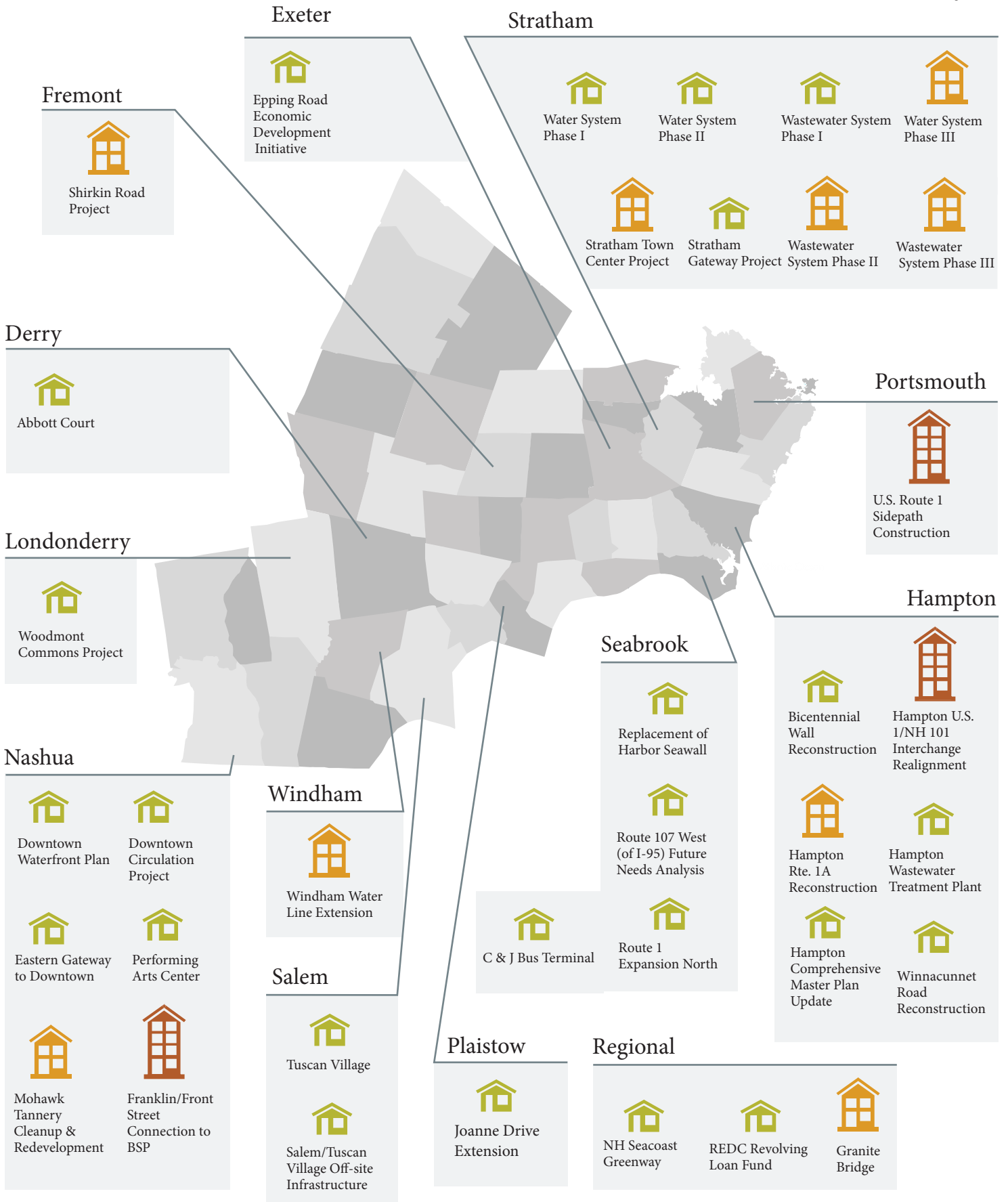
**Goals Addressed:** ID, WF, SL

**Estimated Cost:** \$4 million

**Estimated Jobs:** unknown




**Potential Funding Sources:** Private Investment

# 2020 Priority Project List Map by Location & Duration



# 2020 REDC /CEDS Priority Project Update Matrix

Infrastructure Development = ID      Sustainable Living = SL  
Workforce Attraction & Retention = WF      Housing = H

 **Short-term**  
 **Intermediate-term**  
 **Long-term**

## DERRY - Abbott Court

**DESCRIPTION:** The project will create a new building for incubation spaces, USDA production, post-secondary education, career development, community meeting space, and parking. The project is in an Opportunity Zone.

**UPDATE:** A feasibility study was completed in fall of 2019. The town is looking at potential funding models and development options.

<b>Goals:</b> ID, WF, H, SL	<b>Estimated Costs:</b> Tech school: \$12-16 million Parking garage: \$3.3-4.2 million Apartment building: \$6.5-7 million	<b>Estimated Jobs:</b> 40 new/ retained	<b>Funding Sources:</b> EDA Grant; Municipal Bond; Public/ Private; Direct Sale
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## EXETER - Epping Road Economic Development Initiative

**DESCRIPTION:** Extend sewer and waterlines and improve the roadway and signalization of Epping Road, from Continental Drive to and through the Rte. 101 interchange using a TIF.

**UPDATE:** All improvements including the sewer, water and traffic light have been constructed, with the exception of a part of one new roadway. In 2020, the town voted to amend the TIF to allow for funds generated to be used for a corridor study and improvements.

<b>Goals:</b> ID	<b>Estimated Costs:</b> \$7.95 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> TIF District
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## FREMONT - Shirkin Road Project

**DESCRIPTION:** Upgrade the existing Class VI Shirkin Road, west of Beede Road. The town modified this project in 2020 to only include the first 700 feet of Shirkin Road.

**UPDATE:** The 700 feet of road is being upgraded as part of the approval for the industrial use on one property. This is being paid for by the property owner due to the town's requirements. Engineering and approvals were obtained in 2019, with construction to start in 2020. Moved from long-term to short-term.

<b>Goals:</b> ID	<b>Estimated Costs:</b> Unknown	<b>Estimated Jobs:</b> up to 15 new jobs	<b>Funding Sources:</b> Private Developer
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## HAMPTON - Bicentennial Wall Reconstruction

**DESCRIPTION:** Reconstruction of the existing seawall located the northerly end of North Beach in Hampton (at Bicentennial Park).

**UPDATE:** Project has been designed and ready to bid. The next funding opportunity is in 2021.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> \$2,550,000	<b>Estimated Jobs:</b> retain existing jobs in immediate area	<b>Funding Sources:</b> FEMA, Hazardous Mitigation Grant Funding, Coastal Resilience Funding, Municipal
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## HAMPTON - Hampton Comprehensive Master Plan Update

**DESCRIPTION:** A comprehensive update to the Hampton Master Plan in two phases. Phase I involves the Vision and Coastal Management Components. Phase II will address the numerous additional components to achieve a comprehensive update, including existing and future land use, transportation, housing, economic development, utilities and public service, natural resources, implementation, etc.

**UPDATE:** New Project.

<b>Goals:</b> ID, WF, H, SL	<b>Estimated Costs:</b> Phase I: \$45,000 Phase II: \$125,000	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> NOAA/NHCP grant, Municipal
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## HAMPTON - Hampton Wastewater Treatment Plant

**DESCRIPTION:** Implementation of a three-phase design and construction project necessary to ensure continued reliable and efficient operation of the town's existing wastewater treatment plant and to comply with the town's effluent discharge permit.

**UPDATE:** Phase 1: project is out to bid, with bids due end of April 2020, and construction starting in 2020. Phase 2 is expected in 2022, with Phase 3 in the future.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Phase 1: \$13,880,000 Phase 2: \$13,700,000 Phase 3: \$7,290,000	<b>Estimated Jobs:</b> Unknown, but will retain jobs and allow for future development	<b>Funding Sources:</b> Municipal, CWSRF, CDBG, STAG, EPMG, grants, SAG/SAG Plus
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## HAMPTON - Winnacunnet Road Reconstruction

**DESCRIPTION:** Reconstruction of Winnacunnet Road to include reconfiguring the connection with Lafayette Road and updating the roadway to meet ADA standards and making it pedestrian and bicycle friendly.

**UPDATE:** This project scope has been increased to include improvements from Lafayette Road to Ocean Boulevard (previous proposal ended at Landing Road). In March 2020, the town voted to approve funding for survey, design, and engineering work. An engineer was selected, with work to beginning in 2020.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Total project cost \$6,500,000	<b>Estimated Jobs:</b> N/A	<b>Funding Sources:</b> CWSRF, CDBG, CMAQ-TAP, Municipal
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## HAMPTON / HAMPTON BEACH AREA COMMISSION - Hampton Route 1A Reconstruction

**DESCRIPTION:** Complete reconstruction of the roadway, infrastructure, and sidewalks for critical sections of Ocean Blvd (Route 1A) from the new Hampton River Bridge to the High Street intersection.

**UPDATE:** The plan was approved as part of the January draft of the NH DOT 10-year plan, with an additional \$1 million for engineering.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> \$7.6 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> Unknown
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## RPC/HAMPTON SPONSORED - Hampton U.S. 1/NH 101 Interchange Realignment

<b>DESCRIPTION:</b> Realignment of the U.S. Route 1 and NH Route 101 interchange in Hampton.			
<b>UPDATE:</b> The project was forwarded to the 2021-2030 NH DOT 10-year plan and placed 2nd on the regional rankings based on safety and facility importance scores. However, the cost of the project is nearly the entire programming budget for the region. It remains included in the current draft of the 2021-2030 TYP.			
<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> \$7.6 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> National Highway System, Transportation Block Grants, NH DOT

## LONDONDERRY - Woodmont Commons Project

<b>DESCRIPTION:</b> Development of a 600-acre mixed-use, approved Planned Unit Development (PUD) Master Plan. Permitted for up to 1.8 million square feet of commercial space, over 1,400 residential dwelling units, plus hotel and institutional and civic uses.			
<b>UPDATE:</b> Phase 1, approved in 2016, is currently under construction and includes retail, restaurant, office, housing, a hotel, and includes improvements to public water, sewer, and Route 102.			
<b>Goals:</b> ID, WF, H	<b>Estimated Costs:</b> Unknown	<b>Estimated Jobs:</b> Phase 1: 600 new jobs; Remaining Phases: over 3,000 new jobs	<b>Funding Sources:</b> Private Developer

## NASHUA - Downtown Waterfront Plan

<b>DESCRIPTION:</b> A community-led visioning process for the area located along a 1.8 mile section of the Nashua River from Mine Falls Park, through the millyard and downtown, ending at the Bridge Street bridge.			
<b>UPDATE:</b> The project is undergoing concept plan and engineering.			
<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Plan: \$50,000 Total: \$24 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> TIF District

## NASHUA - Downtown Circulation Project

<b>DESCRIPTION:</b> Create a new circulation pattern for the "Courthouse Oval" (Walnut St, Central St, Factory St) by re-aligning roadways to square off area and provide streetscaping along School St.			
<b>UPDATE:</b> The project is undergoing concept plan and engineering.			
<b>Goals:</b> ID, WF	<b>Estimated Costs:</b> \$250,000	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> Unknown

## NASHUA - Eastern Gateway to Downtown

**DESCRIPTION:** Bound by the confluence of the Nashua and Merrimack Rivers, the project will focus on intersection and local access improvements, followed by promoting infill development.

**UPDATE:** The project is undergoing concept plan and engineering.

<b>Goals:</b> ID	<b>Estimated Costs:</b> Infrastructure: \$3.6 million; Infill Development: Unknown	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> NH DOT, Private Developer
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## NASHUA - Performing Arts Center

**DESCRIPTION:** Development of a 750-seat Performing Arts Center with a flexible venue for use as an event space.

**UPDATE:** The project is slated for construction pending funding.

<b>Goals:</b> WF, SL	<b>Estimated Costs:</b> \$21 million	<b>Estimated Jobs:</b> 20-30 direct jobs and 220 indirect jobs.	<b>Funding Sources:</b> 70% municipal bond; 30% unknown
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## NASHUA - Mohawk Tannery Cleanup & Redevelopment

**DESCRIPTION:** Revitalization of former tannery site, cleanup, and reuse of 39 acres for mixed use.

**UPDATE:** The project is being designed.

<b>Goals:</b> ID, H, SL	<b>Estimated Costs:</b> Unknown	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> EPA, State, Municipal, Private Developer
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## NASHUA - Franklin/Front Street Connection to BSP

**DESCRIPTION:** Creation of a connection from either Front or Franklin Streets to the BSP, allowing improved access to the northern portion of the millyard.

**UPDATE:** No changes to the status of this project.

<b>Goals:</b> ID	<b>Estimated Costs:</b> \$4 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> NH DOT
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## PLAISTOW - Joanne Drive Extension

**DESCRIPTION:** Extend an existing town road (Joanne Dr.) from its intersection with Route 125 to vacant, commercial-zoned land and a large existing manufacturing facility in industrial-zoned land.

**UPDATE:** The town is part of the Southern NH Regional Water Interconnection Project and will receive grant funds to bring potable water from Manchester. The project continues to be on hold until this occurs. Moved from intermediate to long-term

<b>Goals:</b> ID, WF	<b>Estimated Costs:</b> \$1.6 million	<b>Estimated Jobs:</b> 30-50	<b>Funding Sources:</b> Municipal, Private Developer
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## PORTSMOUTH - U.S. Route 1 Sidepath Construction

**DESCRIPTION:** As part of the city's overall Bike/Pedestrian Plan, the Route 1 sidepath project calls for creation of a walkable and bike-able connection for neighborhoods and destinations along Route 1 through construction of ten ft. sidepaths on each side of road in available NH DOT right-of-way. This will be a phased project; the first phase is the design work from the intersection of Elwyn Road/Peverly Hill Road to Heritage Ave. to correspond with the NH DOT Route 1 Corridor. Additional sections will be designed as part of Phase 2, and construction of the project is Phase 3. Most of the project falls within NH DOT jurisdiction and requires coordination and permission from the state agency to implement and maintain. Because of the corridor project and DOT involvement, final costs may be more than the city portion.

**UPDATE:** New Project.

<b>Goals:</b> ID, WF, SL	<b>Estimated Costs:</b> Portsmouth cost \$1,425,000 Phase 1: \$130,000; Phase 2: \$295,000; Phase 3: \$1,000,000	<b>Estimated Jobs:</b> Unknown /Indirect	<b>Funding Sources:</b> Municipal
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## SALEM / TUSCAN VILLAGE DEVELOPMENT- Tuscan Village

**DESCRIPTION:** Redevelopment of the former Rockingham Park Racetrack. The mixed use project will include multifamily housing, retail, medical office, office space, a hotel, restaurants, and car dealership. The total project is 170 acres and will contain close to 2.5 million sq. ft. of development.

**UPDATE:** Phase I (50 acres) is underway. The main commercial building and car dealership are completed, 296 of the 352 housing units are occupied or under construction, and four additional outbuildings are planned. Phase II (120 acres) has started construction, with a 281-unit apartment building and gas station/convenience store expected to open by summer 2020.

<b>Goals:</b> ID	<b>Estimated Costs:</b> \$590.8 million	<b>Estimated Jobs:</b> 5,000	<b>Funding Sources:</b> Private Developer
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## SALEM - Salem/Tuscan Village Off-site Infrastructure

**DESCRIPTION:** This project covers two parts of the necessary off-site infrastructure improvements needed adjacent to and in conjunction with Tuscan Village. The Ring Road project will create three new roadway links with new intersections on Rt. 28. The Water Supply project involves the purchase of a new regional water supply to address both the Tuscan Village project, as well as allow for future growth within the town.

**UPDATE:** The town is currently updating the 2011 Depot Master Plan to reflect current conditions and planned improvements. Salem plans to seek funding to construct three key intersections. The waterline aspect of this project has been removed.

<b>Goals:</b> ID	<b>Estimated Costs:</b> Ring Road: \$4 million	<b>Estimated Jobs:</b> 5,000	<b>Funding Sources:</b> EDA Grant, Municipal, Private Developer
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## SEABROOK - C & J Bus Terminal

**DESCRIPTION:** The redevelopment of the vacant Sam's Club site, with 50% of the parcel being owned by C&J Bus Line. C&J will construct a full-service bus line with a terminal at the site, with approximately 900 parking spaces.

**UPDATE:** New Project.

<b>Goals:</b> ID, WF, SL	<b>Estimated Costs:</b> \$4 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> Private Investment
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## SEABROOK - Replacement of Harbor Seawall

**DESCRIPTION:** Replace appx. 429 LF of steel feet pile on the existing bulkhead, repair the existing timber fender system, and regrade/repave the land behind the seawall.

**UPDATE:** The town was awarded a \$695,965 EDA public works grant in September 2019. Working with REDC on the RFPQ, the town advertised for engineering services in February 2020 and expects to start construction in the spring 2021.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> \$1.3 million	<b>Estimated Jobs:</b> 100 retained	<b>Funding Sources:</b> EDA Public Works grant, Municipal Bond, Private Developer
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## SEABROOK - Route 1 Expansion North

**DESCRIPTION:** The proposal is to widen Route 1 from New Zealand Road north to the Hampton Falls town line from three lanes to four.

**UPDATE:** Engineering is scheduled for 2020, with ROW acquisition in 2021, and construction in 2022.

<b>Goals:</b> ID	<b>Estimated Costs:</b> \$2.8 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> NH DOT 50% committed, Exaction Fees, Private Developer
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## SEABROOK - Route 107 West (of I-95) Future Needs Analysis

**DESCRIPTION:** The purpose of the project is to create a needs assessment for the Route 107 corridor west of Route 1, which was designated an Opportunity Zone in 2018.

**UPDATE:** The town anticipates beginning a future traffic and transportation needs study in 2020.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Unknown	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> Unknown
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## STRATHAM - Stratham Gateway Project

**DESCRIPTION:** The Gateway corridor, extending northerly from NH Route 101 to Bunker Hill Avenue, remains the only commercial zoning district in Stratham. The desired goals include introduction of water and sewer utilities to promote greater density of commercial and mixed-use businesses as well as public amenities (parks, pedestrian spaces, community gathering areas) to enhance the quality of life within both the corridor and the town overall.

**UPDATE:** At the 2020 town meeting/election, the town is pursuing establishment of a TIF district for the area. Additionally, the town has updated its stormwater management regulations in compliance with the MS4 permit.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> \$1 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> EDA, Municipal, Private Developer
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Infrastructure Development = ID      Sustainable Living = SL  
 Workforce Attraction & Retention = WF      Housing = H

 Short-term  
 Intermediate-term  
 Long-term

### STRATHAM - Well Development/Testing/Permitting (Water System Phase I)

**DESCRIPTION:** The creation of a town/regional water supply system.

**UPDATE:** No changes to the status of this project.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> \$150,000	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> Coastal, State, Municipal, TIF District
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### STRATHAM - Water System Treatment/Storage/Distribution Design (Water System Phase II)

**DESCRIPTION:** The creation of a town/regional water supply system.

**UPDATE:** No changes to the status of this project.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Unknown	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> Coastal, State, Municipal, TIF District
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### STRATHAM - Wastewater Disposal/Testing/Permitting (Wastewater System Phase I)

**DESCRIPTION:** The creation of a town wastewater treatment system.

**UPDATE:** No changes to the status of this project.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Unknown	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> Coastal, State, Municipal, TIF District
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### STRATHAM - Water Supply System Construction (Water System Phase III)

**DESCRIPTION:** The creation of a town/regional water supply system.

**UPDATE:** No changes to the status of this project.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Unknown	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> Coastal, State, Municipal, TIF District
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### STRATHAM - Sewer Collection/Treatment/Disposal Design (Wastewater System Phase II)

**DESCRIPTION:** The creation of a town wastewater treatment system.

**UPDATE:** No changes to the status of this project.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Unknown	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> Coastal, State, Municipal
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### STRATHAM - Wastewater System Construction (Waste Water System Phase III)

**DESCRIPTION:** The creation of a town wastewater treatment system.

**UPDATE:** No changes to the status of this project.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Unknown	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> Coastal, State, Municipal
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## STRATHAM - Stratham Town Center Project

**DESCRIPTION:** Stratham's historic Town Center District is bounded by NH Route 33 and NH Route 108. The goal of this project is to create opportunities and promote the diversity of housing, retail and commercial businesses, and local services. Equally important are the quality of life issues and sense of place in the Town Center District to create a vibrant community destination and economically viable mixed-use district.

**UPDATE:** No changes to the status of this project.

<b>Goals:</b> ID, H, SL	<b>Estimated Costs:</b> Unknown	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> State, NH DOT, Municipal
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## WINDHAM - Windham Water Line Extension

**DESCRIPTION:** A water needs and assessment study to help the town determine the costs associated with implementing a public water system, followed by implementation of recommendations as funding becomes available.

**UPDATE:** Windham votes rejected a warrant article that would raise and appropriate funds to complete the project; however, they did approve adopting legislation that will eventually allow the formation of a TIF district.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> \$9.5 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> Grants, Municipal, Private Investment
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## RPC / SEACOAST REGION - NH Seacoast Greenway

**DESCRIPTION:** The NH Seacoast Greenway is part of the U.S. East Coast Greenway, running from Portsmouth to Seabrook.

**UPDATE:** In August 2019, NH DOT purchased the remaining 9.6 miles segment of abandoned Pan Am Railways line for the Hampton to Portsmouth segment. NH DOT entered into contracts for preliminary design and environmental permitting, with construction anticipated in 2021 for this segment. Work is continuing on the Seabrook segment. Adjacent commercial properties have pledged materials, labor, equipment and cash for a short-term trail in this section. A project to complete the Seabrook section is in the draft 2021-2030 TYP. A project to complete the gap through Hampton Falls and southern Hampton is anticipated to be put forward for the next Ten Year Plan cycle.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> Hampton-Portsmouth: \$2.0-2.5 million; Seabrook-Hampton: \$3.8-4.4 million	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> CMAQ, STBG, TAP, Private Sector
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## REDC / REGION WIDE - REDC Revolving Loan Fund

**DESCRIPTION:** To apply for an EDA Revolving Loan Fund (RLF) as a new source of financing for REDC.

**UPDATE:** The EDA awarded REDC a \$1million grant (\$250,000 REDC match) in May 2020.

<b>Goals:</b> WF	<b>Estimated Costs:</b> \$200,000-\$500,000	<b>Estimated Jobs:</b> Unknown	<b>Funding Sources:</b> EDA grant, Unknown
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## LIBERTY UTILITIES; ROUTE 101 CORRIDOR - Granite Bridge

**DESCRIPTION:** The proposed Granite Bridge pipeline would be buried completely within the NH DOT right-of-way along Route 101 and would link together two existing natural gas pipelines in Manchester and Exeter. Granite Bridge would also feature a liquefied natural gas (LNG) storage facility, located in an abandoned quarry in the town of Epping.

**UPDATE:** No changes.

<b>Goals:</b> ID, SL	<b>Estimated Costs:</b> \$440 million	<b>Estimated Jobs:</b> 330 construction jobs	<b>Funding Sources:</b> Liberty Utilities and its customers
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## Removed from List

### DERRY - Derry Master Plan Update

**DESCRIPTION:** The Derry Master plan was completed and adopted after a public hearing held on February 5, 2020. Final cost was \$105,000, municipally funded.

### SOUTHERN DISTRICT YMCA SPONSORED; LOCATED IN EXETER - YMCA Exeter Project

**DESCRIPTION:** As reported in 2019, the project for aquatic expansion is on hold. The Southern District YMCA chose not to submit an update for 2020, removing it from the list.

### PELHAM - Pelham/Route 38 Water/Sewer Study

**DESCRIPTION:** There are no plans to fund this project at this time, therefore the town will remove it until a time that funds have been identified and the project is prioritized.

### PORTSMOUTH - Regional Biosolids/Septage Treatment Facility

**DESCRIPTION:** City has removed the project from it's Capital Improvement Plan and is no longer pursuing it at this time.

### RAYMOND - Granite Meadows Business Park

**DESCRIPTION:** The Granite Meadow property is being subdivided out to different developers. Recently, a five-acre portion was purchased and will be come a Mega-X gas station. Since the site is being broken up and developed separately, the town no longer wishes to keep the project on the List.

### RAYMOND - Town of Raymond Wastewater Treatment Facility

**DESCRIPTION:** The town is no longer pursuing this project at this time.

# PLAN OF ACTION

With the development of the region's CEDS, REDC will work to support and implement projects, programs, and activities that promote economic development and opportunity throughout southern New Hampshire. REDC will continue to meet its obligations as an Economic Development District (EDD) by (1) coordinating and implementing economic development activities in the district; (2) carrying out economic development research, planning, implementation, and advisory functions identified in the CEDS; and (3) coordinating the development and implementation of the CEDS with other local, state, federal, non-profit, and private organizations.

With this 2020 CEDS, REDC developed a new set of Goals and Objectives, which will guide our activities during the five-year cycle from 2020-2024. REDC will use the following Plan of Action to direct our activities and implementation of the CEDS on an annual basis. Status of these action items is discussed in the Evaluation and Performance Measure section of the CEDS.

Due to the ongoing situation and economic impacts of COVID-19, we will endeavor to update our plan of action as we determine the best ways to help businesses and communities in the region.

## Continue CEDS grassroots planning process:

- Implement the EDA Planning Investment grant on an annual basis and develop annual updates to the 2020 CEDS;
- Schedule four CEDS Steering Committee meetings as part of the program year;
- Identify, recruit, train, and orient both public and private sector representatives for the CEDS Steering Committee to maintain a balanced and active committee. Key areas of interest include municipal government, higher education, workforce groups, housing groups, chambers

of commerce, new and emerging technologies, renewable and traditional energy suppliers, expertise in green technologies, banking and financing, and real estate development;

- Host, or partner with other agencies to host, public events in order to keep stakeholders informed of the CEDS process and relevant economic development issues for our region;
- Provide demographic data and information developed through five-year CEDS process to municipalities, businesses, non-profit groups, and the public through an enhanced website and regular electronic updates.

## Promote economic development and opportunities:

- Develop a program of classes and/or guest speakers for the REDC Business Training Center. Provide local entrepreneurs with access to instruction, computers, and reference materials to facilitate the creation of new rural businesses and the expansion of existing businesses;
- Continue work with the Brownfield's Advisory Committee to redevelop blighted areas and encourage economic growth;
- Meet with representatives from distressed communities to identify infrastructure and community needs;
- Pursue microlending capacity and clients to build on our CDFI designation;
- Pursue and utilize additional funding sources and opportunities;
- Provide technical assistance and financing for expanding businesses that create jobs; and
- Assist other communities as requested.

## Implement the CEDS Goals and Objectives:

- Identify projects, programs, and activities that address one or more of the CEDS Goals via the CEDS Priority Project process and by increasing outreach to local communities and stakeholders;
- Provide funding for local projects that support the CEDS Goals and Objectives through the availability of additional EDA project funds;
- Develop/sponsor forums that address one or more of the CEDS Objectives;
- Work with the Steering Committee to identify opportunities to address a set of the CEDS Objectives on an annual basis;
- Continue to provide grant and loan opportunities to the region with the REDC - EDA Brownfield's grant;
- Create opportunities that encourage local and regional interactions, include state agencies when appropriate; and
- Provide technical assistance to the proponents of Priority Projects, as needed. Identify key Priority Projects that are eligible for EDA funding opportunities. Provide grant writing and management assistance as needed for these projects.

# EVALUATION

## Performance Measures

The REDC evaluates the success of its work in developing and implementing the CEDS using a variety of performance measures. The performance measures are divided into three categories: private sector investment, action plan items and objectives, and the EDA planning grant. REDC will report the progress in each of these performance measures on an annual basis in the Evaluation Section of the CEDS.

### Private Sector Investment

One of the primary goals of the CEDS is to create economic development through private sector investment and growth. REDC gauges success using the following performance measures:

- Number of new jobs created in our region;

- Number of jobs retained in our region;
- Number and types of investments undertaken in the region; and
- Amount of private sector investment in our region.

### Action Plan Items and Objectives

REDC has a comprehensive list of Goals and Objectives, which will be used to guide our Priority Projects, programs, and activities from 2020-2024. REDC gauges success based on the following performance measures:

- Number of Priority Projects started;
- Number of Priority Projects completed;

- Number of new Priority Projects added to the list;
- Number and types of investments in areas supporting the Goals and Objectives;
- Number and types of programs/activities implemented in areas supporting the Goals and Objectives; and
- Compliance with and completion of the CEDS Plan of Action.

### EDA Planning Grant Scope of Work.

Funding for the CEDS and its annual updates comes in part from the Department of Commerce, Economic Development Administration. As part of the grant award, the REDC agrees to complete the annual CEDS and provide semi-annual Performance and Project Progress Reports. The EDA authorizes a Scope of Work with each grant award. REDC gauges success based on completing the annually approved EDA Scope of Work. For the 2019-2020 grant award, that includes:

- 1) Complete the new 2020 five-year CEDS.
  - Continue the ongoing planning process, which includes the production, dissemination, and implementation of the annual update.
  - Identify, recruit, and train private sector representatives for key CEDS committees. These members will represent new and emerging technologies, green technologies, banking and financing, small businesses, and real estate developers.
  - Submit the CEDS to the EDA by June 30, 2020.
- 2) Create a new vision and set of regional goals for the upcoming five-year planning cycle (2020-2025). This includes holding two to four public planning forums throughout the region to gather input for creating the region's vision and goals.

- 3) Identify projects, programs, and actions that will address the 2020 CEDS Goals and Objectives.
- 4) Identify projects for inclusion on the Priority Project List. Provide technical support for projects on the region's Priority Project List, including identification of potential funding sources, assistance in grant writing, and providing grant management.
- 5) Continue to build upon and update the CEDS Resiliency components which were initially integrated into the 2017 CEDS Update.
- 6) Actively participate in the region's Brownfields Assessment and Brownfields Clean-up programs.
- 7) Provide financing and technical assistance to the private sector where job growth, emerging technologies, and/or green-technology efforts are part of the outcome.

## Annual Evaluation

REDC submits its annual evaluation based on the progress in each of the 2020-2024 performance measures.

### Private Sector Investment

During the past fiscal year, the Board of Directors at REDC closed on 33 loans for 20 clients totaling \$2.16 million. These loans have the potential to bring a total leveraged value of nearly \$13.8 million, and create and/or retain 189 jobs for southern New Hampshire's economy. The approved loans will help fund a variety of businesses, including: manufacturing, food and hospitality industry, recreation facilities, consulting and insurance services, plumbing trades, and a gymnastics center.

### Action Plan Items and Objectives

There were three new projects added to this year's Priority Project list. The proposed projects are located in Hampton, Portsmouth, and Seabrook. The new projects include a comprehensive Master Plan update,

a sidepath infrastructure project, and a bus terminal. For more detail on the new projects, refer to the Priority Project section.

There was also positive action on a number of Priority Projects over the past year. Progress has been made on the following projects:

- Abbott Court (Derry): A feasibility study was completed in the fall of 2019, and the town is reviewing funding models.
- Epping Road (Exeter): Nearly all improvements have been constructed, and the town voted to approve funds for a corridor study and additional improvements.
- Shirkin Road (Fremont): 700' of road will be upgraded by a private developer.
- Hampton WWTP: Project went out to bid in early spring 2020.
- Winnacunnet Road (Hampton): Town voted to approve funds for this project.
- Woodmont Commons (Londonderry): Under construction.
- Tuscan Village (Salem): Significant progress has been made on both phases of construction.
- Harbor Seawall (Seabrook): This project was awarded a \$695,965 EDA Public Works Grant in September 2019. The town hired REDC as the grant manager and via an RFQP process, selected an engineering firm for design and inspection.
- NH Seacoast Greenway: land for the trail has been secured, agreements with towns are in place, and NH DOT has entered into contracts for preliminary design.
- REDC EDA RLF: REDC submitted an application for an RLF grant in March 2020, which received a non-binding commitment of funds from the EDA in April 2020.

REDC is happy to report that during the 2018-2019 planning cycle, one of the REDC CEDS Priority was completed: the Derry Master Plan. It's final cost was \$105,000 (municipal funding), and it was completed February 2020.

This section also reviews the Plan of Action items acted on over the past twelve months and each is evaluated below.

### **Continue CEDS grassroots planning process**

During the past 12 months, REDC has met this action item by completing and filing the 2019 CEDS update, working on the 2020 CEDS, which will be submitted to the EDA by its June 30, 2020 deadline, holding two Steering Committee meetings, online discussions and a Zoom meeting through the planning cycle, updating the Priority Project list, completing the evaluation for the past 12-month cycle, and updating all available demographic data. Additionally, REDC held three in-person and two online visioning forums, open to the public, to discuss the strengths, weaknesses, opportunities, and threats to our region, which culminated in the draft of a new Vision, Goals, and Objectives for the region.

### **Promote economic development and opportunities**

The Business Training Center has been up and running for six years, and REDC continues to expand the education and training opportunities we offer. REDC has held a number of business startup classes and workshops. Groups such as the Small Business Administration and SCORE, have held office hours using REDC's free, dayuse office space. REDC also hosts other groups, such as wastewater advisory panels, Lamprey River watershed committees, and others whose purpose aligns with one of our CEDS goals. Additionally, our business advisors provided technical assistance to over 150 individuals and/or businesses, including 73 individuals and/or businesses with EIDL Disaster Loan and PPP assistance in March 2020. For the past few years REDC has provided marketing and graphic design and technical counseling for both private and public clients. Over the past year, our full time graphic design advisor worked with many clients on a range



Deo Mwano, of Deo Mwano consultancy, received a loan from the NH New Americans Loan Fund in 2019.

of services from logo and website design to marketing videos and the development of brochures.

In June 2018, REDC formed a strategic partnership with the Workforce Housing Coalition (WHC) of the Greater Seacoast, aimed at bolstering the impact on the WHC and enhancing the affordable housing goal of the CEDS. Together, the REDC and WHC launched the first ever “Charrette to the West,” delivering the coalition’s signature housing design charrettes to one of the 13 communities not served by one of the state’s housing coalitions: Auburn, Atkinson, Derry, Hampstead, Hudson, Litchfield, Londonderry, Nashua, Merrimack, Pelham, Plaistow, Salem, and Windham. The two-day event was held in Pelham in May 2019. On the first day of the charrette, the team gathered to walk Pelham’s town center before gathering at the Hobbs Community Center for a community listening session. On the second day, the team worked quickly and collaboratively on renderings, recommendations, and financial feasibility before revealing ideas to the community. The final charrette report can be found at [www.seacoastwhc.org](http://www.seacoastwhc.org) publications. The availability of workforce, or affordable, housing was the number one concern raised at our 2020 Visioning Sessions.

In November 2019, the U.S. Department of the Treasury's Community Development Financial Institutions Fund issued a \$650,000 award to

REDC through the 2019 Community Development Financial Institutions FA Program (CDFI). The purpose of this award, which is part loan and part grant, is to ensure lending and investment activity in low-income and economically distressed communities.

In the winter/spring of 2020, REDC worked with the Hannah Grimes Center for Entrepreneurship on its PitchFork Growth event. Companies who are ready to grow and need \$10K-\$100K in order to do so have an opportunity to present their business opportunity to the public and invited guests. Unfortunately, the final event, scheduled for April 2, was postponed due to the COVID-19 pandemic.

Addressing the goal of Workforce Attraction & Retention, REDC, in partnership with stakeholders throughout New Hampshire, continues to offer loans and business coaching via the NH New Americans Loan Fund, with the purpose of encouraging business development and job creation for new Americans (first generation immigrants) in the state.

### **Implement the CEDS Goals and Objectives**

REDC continued to tweak its Priority Project process in an effort to encompass more of the work proposed in member communities by enlisting the help of the four Regional Planning Commissions within communities in our region. This year, the REDC had three new project submittals.

REDC hosted the Greater Seacoast Housing Summit in partnership with the area Chambers of Commerce in November 2019. The 2019 Summit featured speakers from across the state who gathered to share housing success stories, lessons learned, and advice for advocates.

Over the last six months REDC’s Housing Coordinator presented on the topic of housing and the role of housing in economic development at various groups, including Leadership Seacoast, the Rockingham Planning Commission, and the NH chapter of the New Leaders Council.

REDC continues to work with the town of Seabrook to repair the seawall at Hampton-Seabrook Harbor.

This vital infrastructure project has been on the CEDS Priority List for a number of years. The Seabrook Seawall is a critical for continued use of both the wharf and adjacent channel. The EDA awarded the town a \$695,965 grant in September 2019 and REDC will work as the grant manager on behalf of the town.

## EDA Planning Grant Scope of Work

### Complete the new 2020 five-year CEDS

REDC worked with its partners and member communities in the writing and completion of the 2020 CEDS. We held two planning meetings, held online and email discussions, and finalized the year with a Zoom conference meeting. REDC worked with member communities to recruit new committee members. Finally, the 2020 CEDS was submitted to the EDA before the June 30, 2020, deadline.

Create a new vision and set of regional goals for the upcoming five-year planning cycle (2020-2025). This includes holding two to four public planning forums throughout the region to gather input for creating the region's vision and goals.

As part of the 2020 planning process, REDC held three in-person and two online public visioning sessions in February and March 2020.

The three in-person visioning sessions were open to the public, featured a keynote speaker, and involved a facilitated discussion to gather public input. REDC canceled its fourth public visioning session (which was to take place in Nashua) as a result of social distancing regulations implemented due to the COVID-19 pandemic. Instead, REDC hosted a series of two online focus groups with Nashua community and business leaders. Finally, REDC created an online survey to gather additional input.

The Consensus Building Institute (CBI) provided facilitation services at each of the visioning sessions and focus groups and reviewed the survey results. CBI drafted a report summarizing the information collected, which REDC used to develop the new vision, goals, and objectives, which were reviewed and adopted by the Steering Committee in April 2020.

## Identify projects, programs, and actions that will address the 2020 CEDS goals and objectives.

REDC continues to work with local municipalities on infrastructure projects needed to improve building conditions, allowing for economic development. Staff is working with Seabrook, NH, on its EDA Public Works grant for the Seabrook Seawall project. Additionally, staff met with the towns of Derry, Exeter, and Salem regarding their on-going projects.

REDC and WHC launched the first ever “Charrette to the West,” delivering the coalition’s signature housing design charrettes to one of the 13 communities not served by one of the state’s housing coalitions. The two-day event was held in Pelham in May 2019.

Identify projects for inclusion on the Priority Project List. Provide technical support for projects on the region’s Priority Project List, including identification of potential funding sources, assistance in grant writing, and providing grant management.

REDC and the CEDS Steering Committee worked over the past several months on the evaluation and update of the 2019 Priority Project list for inclusion in the 2020 CEDS. First, REDC collected updates



Sylvia von Aulock, Executive Director of the Southern NH Planning Commission, presenting at the REDC's CEDS Visioning Session in Derry, NH.

to existing projects from January through March 2020. REDC is happy to report that one project was completed and closed out in the past 12 months. REDC solicited applications for new projects in the first quarter of 2020, which resulted in the addition of three new projects to this year's list. The Steering Committee finalized the 2020 Priority Project list via an email vote in March 2020. Details on the Priority Project List are outlined in previous sections of this document.

### **Continue to build upon and update the CEDS Resiliency components which were initially integrated into the 2017 CEDS update.**

The 2017 CEDS Update (June 2017) is the first REDC CEDS to include a resiliency component, a requirement by the EDA for every CEDS. Using the EDA guidelines, REDC worked with Rockingham Planning Commission and the CEDS Steering Committee to develop a new section of the CEDS to address the resiliency requirements.

During the 2020 planning cycle, REDC and Rockingham Regional Planning Commission staff

worked to update the section, streamlining important information for both natural disaster response and economic disruption planning. A discussion regarding infectious diseases was added. A number of resiliency components were included in the new vision, goals, and objectives. The draft section was completed in May 2020 and included in the 2020 CEDS.

### **Active participation in the region's Brownfields Assessment and Brownfields Clean-up programs.**

REDC closed out its \$1.875 million EPA Brownfields grant. The funds have been used to make loans and grants to clean up Brownfields sites throughout the region and state. REDC will likely apply for additional funding this fall.

### **Provide financing and technical assistance to the private sector where job growth, emerging technologies, and/or green-technology efforts are part of the outcome.**

During the past fiscal year, the Board of Directors at REDC closed on 33 loans for 20 clients totaling \$2.16 million. These loans have the potential to bring a total leveraged value of nearly \$13.8 million, and create and/or retain 189 jobs for southern New Hampshire's

economy. The approved loans will help fund a variety of businesses, including: manufacturing, food and hospitality industry, recreation facilities, consulting and insurance services, plumbing trades, and a gymnastics center.

Our business advisors provided technical assistance to over 150 individuals and/or businesses, including 73 individuals and/or businesses with EIDL Disaster Loan and PPP assistance in March 2020. For the past few years, REDC has provided marketing, graphic design, and technical counseling for both private and public clients. Over the past year, our full time graphic design advisor worked with many clients on a range of services from logo and website design to marketing videos and the development of brochures.



President Laurel Adams stands with Helen Bri, co-owner of Auspicious Brew, and Eddie Sargent, owner of Pressed for Time Moblie Cafe, both who have recieved loans, technical assistance, and design assistance from REDC.

# STEERING COMMITTEE

The first step in creating a successful Comprehensive Economic Development Strategy is to form a steering committee that is a broad-based representation of the major interests of the region. Once again, REDC started with the previous year's CEDS Steering Committee as a starting point to develop this year's committee. REDC said goodbye to four Steering Committee members and added two new members. The members of the 2020 Steering Committee and support staff are listed below.

## REDC Staff



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## Partnering Agencies

Nashua Regional Planning Commission	Jay Minkarah, Executive Director	jaym@nashuarpc.org
Rockingham Planning Commission	Tim Roache, Executive Director	troache@therpc.org
Southern New Hampshire Planning Commission	Sylvia von Aulock, Executive Director	SvonAulock@snhpc.org
Strafford Regional Planning Commission	Jen Czysz, Executive Director	jczysz@strafford.org

## CEDS Steering Committee Members

Name	Representing
Rose Bryant	Art Up Front Street Studios and Gallery (Exeter)
Nancy Carmer	REDC BoD / City of Portsmouth
David Choate	Colliers International
Thomas Conaton	REDC BoD / Primary Bank
Glenn Coppelman	Evergreen Farm (Kingston)
Bev Donovan	Town of Derry
Jeff Gowan	Town of Pelham
Francine Hart	Town of Plaistow
Ashley Haseltine	Greater Derry Londonderry Chamber
Craig Jewett	REDC BoD / Jewett Construction
Amy Kizak	Town of Londonderry
Barbara Kravitz	Rockingham Planning Commission (RPC)
Karri Makinen	Town of Salem
Christina McCarthy	Town of Raymond
Robert McDonald	REDC BoD / Town of Londonderry
Rex Norman	Town of Windham
John Nyhan	Hampton Area Chamber of Commerce
Peter Rayno	Enterprise Bank
George Sioras	REDC BoD / Town of Derry
Darren Winham	Town of Exeter
Scott Zeller	REDC BoD / RallyMe.com

## Meetings

Date	Meetings	Location	Agenda
11/6/2019	CEDS Steering Committee Meeting #1	Salem	Presentation on Tuscan Village (Mark Gross, Ross Moldoff); Update on Salem projects (Ross Moldoff, Karri Makinen); Wrap-up of 2019 CEDS Update; 2020 Planning Process: discussion on visioning sessions, Priority Projects.
2/5/2020	CEDS Steering Committee Meeting #2	Derry	Discussion of the first two visioning sessions; Initial work on vision, goals, objectives; Priority Project updates from Derry (Bev Donovan, George Sioras); Review of Priority Project process and discussion on ideas for new projects; Review of Seabrook EDA grant; REDC updates.
6/24/2020	CEDS Steering Committee Meeting #3	Zoom Conference	Review and approval of the 2020 CEDS

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# Table A-1: Population History and Estimates

Area	U.S. Census Population Counts													OSI Annual Population Estimates										change in population			
	1950	1960	1970	1980	1990	2000	2010	2013	2014	2015	2016	2017	2018	1-year change		5-year change		avg. annual growth									
														2017-2018	% change	2013-2018	% change										
East Kingston	449	574	838	1,135	1,352	1,784	2,357	2,372	2,387	2,398	2,392	2,404	2,425	21	0.9%	53	2.2%	0.4%									
Exeter	5,664	7,243	8,892	11,024	12,481	14,058	14,306	14,454	14,385	14,582	14,845	15,108	15,365	257	1.7%	911	6.3%	1.3%									
Greenland	719	1,196	1,784	2,129	2,768	3,208	3,549	3,699	3,776	3,860	3,886	4,034	4,140	106	2.6%	441	11.9%	2.4%									
Hampton	2,847	5,379	8,011	10,493	12,278	14,937	15,430	14,979	15,011	15,050	15,145	15,134	15,236	102	0.7%	257	1.7%	0.3%									
Hampton Falls	629	885	1,254	1,372	1,503	1,880	2,236	2,241	2,241	2,239	2,233	2,296	2,312	16	0.7%	71	3.2%	0.6%									
Kensington	542	708	1,044	1,322	1,631	1,893	2,124	2,113	2,113	2,114	2,121	2,121	2,131	10	0.5%	18	0.9%	0.2%									
New Castle	583	823	975	936	840	1,010	968	971	966	966	963	964	969	5	0.5%	-2	-0.2%	0.0%									
Newfields	469	737	843	817	888	1,551	1,680	1,683	1,685	1,685	1,692	1,704	1,721	17	1.0%	38	2.3%	0.5%									
Newington	494	2,499	798	716	990	775	753	748	766	770	781	790	799	9	1.1%	51	6.8%	1.4%									
Newmarket	2,709	3,153	3,361	4,290	7,157	8,027	8,936	9,173	9,149	9,170	9,172	9,359	9,455	96	1.0%	282	3.1%	0.6%									
North Hampton	1,104	1,910	3,259	3,425	3,637	4,259	4,301	4,421	4,463	4,511	4,514	4,540	4,579	39	0.9%	158	3.6%	0.7%									
Portsmouth	18,830	25,833	25,717	26,254	25,925	20,784	20,779	21,280	21,463	21,496	21,524	21,898	22,166	268	1.2%	886	4.2%	0.8%									
Rye	1,982	3,244	4,083	4,508	4,612	5,182	5,298	5,336	5,381	5,400	5,439	5,454	5,494	40	0.7%	158	3.0%	0.6%									
Seabrook	1,788	2,209	3,053	5,917	6,503	7,934	8,693	8,768	8,791	8,814	8,829	8,860	8,909	49	0.6%	141	1.6%	0.3%									
South Hampton	314	443	558	660	740	844	814	810	811	811	810	814	826	12	1.5%	16	2.0%	0.4%									
Stratham	759	1,033	1,512	2,507	4,955	6,355	7,255	7,280	7,297	7,334	7,359	7,405	7,492	87	1.2%	212	2.9%	0.6%									
<b>CEDS Eastern Communities</b>	<b>39,882</b>	<b>57,869</b>	<b>65,982</b>	<b>77,505</b>	<b>88,260</b>	<b>94,481</b>	<b>99,479</b>	<b>100,328</b>	<b>100,685</b>	<b>101,200</b>	<b>101,698</b>	<b>102,885</b>	<b>104,019</b>	<b>1,134</b>	<b>1.1%</b>	<b>3,691</b>	<b>3.7%</b>	<b>0.7%</b>									
Atkinson	492	1,017	2,291	4,397	5,188	6,178	6,751	6,732	6,728	6,722	6,748	6,832	6,979	147	2.2%	247	3.7%	0.7%									
Auburn	1,158	1,292	2,035	2,883	4,085	4,682	4,953	5,154	5,222	5,315	5,393	5,492	5,607	115	2.1%	453	8.8%	1.8%									
Brentwood	819	1,072	1,468	2,004	2,590	3,197	4,486	4,666	4,727	4,678	4,643	4,596	4,531	-65	-1.4%	-135	-2.9%	-0.6%									
Candia	1,243	1,490	1,997	2,989	3,557	3,911	3,909	3,919	3,911	3,909	3,899	3,922	3,956	34	0.9%	37	0.9%	0.2%									
Chester	807	1,053	1,382	2,006	2,691	3,792	4,768	4,762	4,818	4,887	4,969	5,100	5,263	163	3.2%	501	10.5%	2.1%									
Danville	508	605	924	1,318	2,534	4,023	4,387	4,436	4,433	4,458	4,447	4,479	4,519	40	0.9%	83	1.9%	0.4%									
Deerfield	706	714	1,178	1,979	3,124	3,678	4,280	4,394	4,385	4,413	4,480	4,543	4,624	81	1.8%	230	5.2%	1.0%									
Epping	1,796	2,006	2,356	3,460	5,162	5,476	6,411	6,617	6,736	6,828	6,871	6,944	7,025	81	1.2%	408	6.2%	1.2%									
Fremont	698	783	993	1,333	2,576	3,510	4,283	4,432	4,531	4,597	4,669	4,728	4,746	18	0.4%	314	7.1%	1.4%									
Hamptstead	902	1,261	2,401	3,785	6,732	8,297	8,523	8,547	8,555	8,602	8,644	8,665	8,745	80	0.9%	198	2.3%	0.5%									
Kingston	1,283	708	2,882	4,111	5,591	5,862	6,025	6,011	6,015	6,049	6,069	6,136	6,244	108	1.8%	233	3.9%	0.8%									
Newton	1,173	1,419	1,920	3,068	3,473	4,289	4,603	4,734	4,796	4,865	4,901	4,944	4,980	36	0.7%	246	5.2%	1.0%									
Northwood	966	1,034	1,525	2,175	3,124	3,640	4,241	4,252	4,222	4,214	4,207	4,240	4,283	43	1.0%	31	0.7%	0.1%									
Nottingham	566	623	952	1,952	2,939	3,701	4,785	4,840	4,852	4,904	4,962	5,035	5,099	64	1.3%	259	5.4%	1.1%									
Plaistow	2,082	2,915	4,712	5,609	7,316	7,747	7,609	7,563	7,562	7,602	7,667	7,705	7,756	51	0.7%	193	2.6%	0.5%									
Raymond	1,428	1,867	3,003	5,453	8,713	9,674	10,138	10,210	10,229	10,257	10,282	10,306	10,406	100	1.0%	196	1.9%	0.4%									
Sandown	315	366	741	2,057	4,060	5,143	5,986	6,184	6,202	6,255	6,260	6,268	6,449	181	2.9%	265	4.3%	0.9%									
<b>CEDS Central Communities</b>	<b>16,942</b>	<b>20,225</b>	<b>32,760</b>	<b>50,579</b>	<b>73,455</b>	<b>86,800</b>	<b>96,138</b>	<b>97,453</b>	<b>97,924</b>	<b>98,555</b>	<b>99,111</b>	<b>99,935</b>	<b>101,212</b>	<b>1,277</b>	<b>1.3%</b>	<b>3,759</b>	<b>3.9%</b>	<b>0.8%</b>									
Derry	5,826	6,987	11,712	18,875	29,603	34,021	33,109	32,988	32,960	32,948	32,914	33,037	33,308	271	0.8%	320	1.0%	0.2%									
Hudson	4,183	5,876	10,638	14,022	19,530	22,928	24,467	24,538	24,668	24,781	24,888	25,103	25,458	355	1.4%	920	3.7%	0.7%									
Litchfield	427	721	1,420	4,150	5,516	7,360	8,271	8,330	8,363	8,395	8,415	8,458	8,636	178	2.1%	306	3.7%	0.7%									
Londonderry	1,640	2,457	5,346	13,598	19,781	23,236	24,129	24,209	24,305	24,891	25,361	25,671	26,022	351	1.4%	1,813	7.5%	1.5%									
Merrimack	1,908	2,989	8,595	15,406	22,156	25,119	25,494	25,474	25,408	25,427	25,396	25,529	25,747	218	0.9%	273	1.1%	0.2%									
Nashua	34,669	39,096	55,820	67,865	79,662	86,605	86,494	86,766	87,029	87,551	87,590	88,143	88,706	563	0.6%	1,940	2.2%	0.4%									
Pelham	1,317	2,605	5,408	8,090	9,408	10,914	12,897	12,970	13,069	13,117	13,252	13,500	13,824	324	2.4%	854	6.6%	1.3%									
Salem	4,805	9,210	20,142	24,124	25,746	28,112	28,776	28,688	28,611	28,674	28,752	28,914	29,565	651	2.3%	877	3.1%	0.6%									
Windham	964	1,317	3,008	5,664	9,000	10,709	13,592	13,960	14,088	14,301	14,358	14,490	14,707	217	1.5%	747	5.4%	1.1%									
<b>CEDS Western Communities</b>	<b>55,739</b>	<b>71,258</b>	<b>122,089</b>	<b>171,794</b>	<b>220,402</b>	<b>249,004</b>	<b>257,229</b>	<b>257,923</b>	<b>258,501</b>	<b>260,085</b>	<b>260,895</b>	<b>262,845</b>	<b>265,973</b>	<b>3,128</b>	<b>1.2%</b>	<b>8,050</b>	<b>3.1%</b>	<b>0.6%</b>									
<b>REDC Region</b>	<b>112,563</b>	<b>149,352</b>	<b>220,831</b>	<b>299,878</b>	<b>382,117</b>	<b>430,285</b>	<b>452,846</b>	<b>455,704</b>	<b>457,110</b>	<b>459,840</b>	<b>461,704</b>	<b>465,665</b>	<b>471,204</b>	<b>5,539</b>	<b>1.2%</b>	<b>15,500</b>	<b>3.4%</b>	<b>0.7%</b>									
Hillsborough County	156,987	178,161	223,941	276,608	336,073	380,841	400,721	402,606	402,946	404,322	405,747	408,296	412,198	3,902	1.0%	9,592	2.4%	0.5%									
Rockingham County	70,059	98,065	138,950	190,345	245,845	277,359	295,223	297,626	298,573	300,569	302,194	304,932	308,833	3,901	1.3%	11,207	3.8%	0.8%									
New Hampshire	529,880	606,787	737,681	920,475	1,109,252	1,235,550	1,316,470	1,323,459	1,326,813	1,330,608	1,334,795	1,342,795	1,356,458	13,663	1.0%	32,999	2.5%	0.5%									

Sources: U.S. Census and NH Office of Strategic Initiatives

# Table A-3: Population - Gender and Age 2018

Town/Area	Total Population	Total Male Popl.	Total Female Popl.	Age																Median Age	Age Under 18	Age 65+	Percent under 18	Percent 19-64	Percent 65+
				Under 5	Age 5-9	Age 10-14	Age 15-19	Age 20-24	Age 25-34	Age 34-44	Age 45-54	Age 55-59	Age 60-64	Age 65-74	Age 75-84	Age 85+									
East Kingston	2,445	1,245	1,200	50	144	149	234	134	211	203	458	205	211	258	164	24	46.7	535	446	22%	60%	18%			
Exeter	14,921	6,846	8,075	737	752	916	773	549	1,852	1,554	2,468	1,076	990	1,430	1,124	700	46.8	2,889	3,254	19%	59%	22%			
Greenland	3,953	1,961	1,992	246	281	237	176	183	398	513	580	347	302	434	196	60	44.2	880	690	22%	60%	17%			
Hampton	15,452	7,383	8,069	421	682	677	739	820	1,270	1,677	2,558	1,431	1,410	2,277	1,051	439	51.2	2,251	3,767	15%	61%	24%			
Hampton Falls	2,358	1,246	1,112	80	157	156	125	50	239	201	427	326	241	238	104	1	48.9	482	356	20%	64%	15%			
Kensington	2,326	1,183	1,143	181	63	155	143	104	191	211	413	184	254	305	80	42	48.6	486	427	21%	61%	18%			
New Castle	780	372	408	24	2	55	58	3	46	8	97	75	82	207	75	48	61.7	118	330	15%	43%	42%			
Newfields	1,670	796	874	75	129	134	147	44	86	258	323	166	116	100	74	18	44.0	434	192	26%	63%	11%			
Newington	798	417	381	32	24	20	29	68	47	50	145	87	104	117	46	29	54.4	97	192	12%	64%	24%			
Newmarket	9,038	4,525	4,513	484	312	497	335	1,029	1,683	1,093	1,152	658	473	873	243	206	35.9	1,572	1,322	17%	68%	15%			
North Hampton	4,453	2,048	2,405	169	225	264	240	142	374	489	629	509	427	595	284	106	50.5	818	985	18%	60%	22%			
Portsmouth	21,778	10,758	11,020	864	917	1,078	975	1,313	4,318	2,934	2,930	1,380	1,117	2,187	1,249	516	40.3	3,402	3,952	16%	66%	18%			
Rye	5,434	2,719	2,715	201	357	189	212	117	407	483	752	720	355	892	512	237	55.0	903	1,641	17%	53%	30%			
Seabrook	8,846	4,372	4,474	204	432	433	253	366	800	999	1,382	1,048	892	1,312	574	151	51.5	1,241	2,037	14%	63%	23%			
South Hampton	780	360	420	36	35	51	42	31	86	108	119	57	57	94	49	15	45.1	155	158	20%	60%	20%			
Stratham	7,418	3,911	3,507	351	381	641	478	243	676	805	1,299	730	671	743	277	123	46.5	1,685	1,143	23%	62%	15%			
CEDS Eastern Communities	102,450	50,142	52,308	4,155	4,893	5,652	4,959	5,196	12,684	11,586	15,732	8,999	7,702	12,062	6,102	2,715	46.2	17,948	20,892	18%	62%	20%			
Atkinson	6,897	3,437	3,460	192	328	467	567	371	429	618	1,283	780	496	858	339	169	49.1	1,343	1,366	19%	61%	20%			
Auburn	5,385	2,690	2,695	267	259	266	372	388	454	761	958	522	391	567	114	66	44.3	1,062	747	20%	66%	14%			
Brentwood	4,712	2,527	2,185	289	407	269	288	189	434	595	891	442	276	310	194	128	43.5	1,218	632	26%	61%	13%			
Candia	3,925	2,016	1,909	177	118	266	185	272	340	405	473	525	532	425	121	86	50.3	718	632	18%	66%	16%			
Chester	5,039	2,573	2,466	204	417	342	290	347	484	581	906	571	298	453	92	54	42.8	1,115	599	22%	66%	12%			
Danville	4,515	2,280	2,235	172	223	350	461	307	316	625	951	323	294	311	127	55	42.2	1,012	493	22%	67%	11%			
Deerfield	4,463	2,218	2,245	157	205	258	353	196	702	332	773	542	271	412	145	117	45.3	891	674	20%	65%	15%			
Epping	6,945	3,521	3,424	535	477	226	397	290	917	1,065	956	492	384	921	191	104	40.8	1,460	1,216	21%	61%	18%			
Fremont	4,667	2,351	2,316	259	287	263	264	171	482	606	863	377	357	412	257	69	45.0	916	738	20%	65%	16%			
Hampstead	8,625	4,214	4,411	336	439	732	456	551	957	877	1,184	727	794	1,043	417	112	44.8	1,837	1,572	21%	60%	18%			
Kingston	6,210	3,192	3,018	428	256	197	271	369	898	584	1,307	430	373	673	381	43	45.9	1,121	1,097	18%	64%	18%			
Newton	4,886	2,495	2,391	238	341	286	357	448	652	1,056	1,056	315	300	553	102	23	43.8	974	678	20%	66%	14%			
Northwood	4,305	2,073	2,232	152	237	296	189	296	329	696	673	402	284	507	214	30	44.5	809	751	19%	64%	17%			
Nottingham	5,004	2,333	2,671	296	263	316	344	132	469	750	951	450	290	480	172	64	44.3	1,082	716	22%	64%	14%			
Plaistow	7,677	3,613	4,064	298	391	490	381	350	1,232	1,003	1,192	709	503	519	453	156	41.3	1,467	1,128	19%	66%	15%			
Raymond	10,389	5,459	4,930	647	789	617	372	604	1,405	1,136	1,585	1,101	712	966	366	89	41.6	2,341	1,421	23%	64%	14%			
Sandown	6,350	3,103	3,247	404	384	268	478	458	689	823	1,030	724	388	436	170	98	42.4	1,393	704	22%	67%	11%			
CEDS Central Communities	99,994	50,095	49,899	5,051	5,821	5,909	6,025	5,739	11,189	12,513	17,032	9,432	6,943	9,846	3,855	1,463	44.0	20,759	15,164	21%	64%	15%			
Derry	33,515	16,857	16,658	1,552	1,913	2,164	2,619	2,221	4,150	4,005	5,561	3,027	2,279	2,699	1,041	284	40.3	7,373	4,024	22%	66%	12%			
Hudson	25,185	12,092	13,093	1,278	1,148	1,790	1,725	1,533	2,683	3,301	4,331	1,936	1,467	2,407	1,220	366	42.3	5,381	3,993	21%	63%	16%			
Litchfield	8,538	4,536	4,002	312	537	636	747	594	757	1,037	1,602	470	663	871	275	37	41.4	2,015	1,183	24%	63%	14%			
Londonderry	25,529	12,407	13,122	1,183	1,465	1,818	1,874	1,758	2,436	3,134	4,292	2,138	2,019	2,351	808	253	42.2	5,858	3,412	23%	64%	13%			
Merrimack	25,815	13,050	12,765	1,242	1,596	1,688	1,590	1,350	3,127	3,598	3,911	2,200	1,966	2,245	1,117	185	42.0	5,497	3,547	21%	65%	14%			
Nashua	88,606	43,202	45,404	4,464	5,369	4,492	4,808	5,975	13,401	10,718	13,007	6,919	6,056	7,522	3,988	1,887	39.6	17,170	13,397	19%	66%	15%			
Pelham	13,596	6,564	7,032	692	759	981	836	902	1,194	1,644	2,472	1,243	744	1,272	751	106	44.0	3,033	2,129	22%	62%	16%			
Salem	29,133	14,366	14,767	1,390	1,387	1,312	2,287	1,641	3,620	3,144	4,714	2,469	1,914	2,940	1,456	859	44.2	5,251	5,255	18%	64%	18%			
Windham	14,508	7,334	7,174	750	1,153	1,301	837	647	1,131	2,014	2,592	1,244	827	1,105	692	215	42.6	3,736	2,012	26%	60%	14%			
CEDS Western Communities	264,425	130,408	134,017	12,863	15,327	16,182	17,323	16,621	32,499	32,595	42,482	21,646	17,935	23,412	11,348	4,192	41.4	55,314	38,952	21%	64%	15%			
CEDS Region	466,869	230,645	236,224	22,069	26,041	27,743	28,307	27,556	56,372	56,694	75,246	40,077	32,580	45,320	21,305	8,370	43.0	94,021	75,008	20%	64%	16%			
Hillsborough County	411,087	204,293	206,794	21,678	23,443	25,161	25,852	26,660	54,290	50,977	63,102	32,133	27,146	35,902	16,887	8,036	40.5	86,322	60,825	21%	64%	15%			
Rockingham County	305,129	151,201	153,928	14,048	16,529	18,211	18,530	17,111	35,033	35,992	49,923	27,309	21,684	31,003	13,954	5,802	44.3	60,925	50,759	20%	63%	17%			
New Hampshire	1,343,622	664,983	678,639	64,079	72,003	76,609	88,652	90,164	161,541	155,671	200,987	110,487	95,512	135,715	62,907	29,362	42.7	262,563	227,984	20%	63%	17%			

Source: 5-year American Community Survey, U.S. Census Bureau

# Table A-4: Race and Ethnic Origin - 2018

Town/Area	Total Population	Two or More Races		One Race							% All Other Races/more than race				
		One Race	Races	African American or Black	American Indian or Alaskan Native	Pacific Islander	Other Race	% White	% Black	% Asian	% White	% Black	% Asian	% All Other Races/more than race	
East Kingston	2,445	2,432	13	0	0	0	0	2,432	0.0%	0.0%	99.5%	0.0%	0.0%	0.5%	
Exeter	14,921	14,610	311	153	0	337	0	14,088	1.0%	2.3%	94.4%	1.0%	2.3%	2.3%	
Greenland	3,953	3,865	88	48	0	247	0	3,565	1.2%	6.2%	90.2%	1.2%	6.2%	2.4%	
Hampton	15,452	15,036	416	21	33	227	0	14,730	0.1%	1.5%	95.3%	0.1%	1.5%	3.1%	
Hampton Falls	2,358	2,314	44	16	8	27	0	2,263	0.7%	1.1%	96.0%	0.7%	1.1%	2.2%	
Kensington	2,326	2,269	57	6	0	15	0	2,248	0.3%	0.6%	96.6%	0.3%	0.6%	2.5%	
New Castle	780	780	0	0	0	0	0	780	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%	
Newfields	1,670	1,636	34	19	9	25	0	1,549	1.1%	1.5%	92.8%	1.1%	1.5%	4.6%	
Newington	798	796	2	13	0	17	0	766	1.6%	2.1%	96.0%	1.6%	2.1%	0.3%	
Newmarket	9,038	8,656	382	74	0	312	0	8,270	0.8%	3.5%	91.5%	0.8%	3.5%	4.2%	
North Hampton	4,453	4,366	87	61	0	65	0	4,131	1.4%	1.5%	92.8%	1.4%	1.5%	4.4%	
Portsmouth	21,778	21,042	736	575	20	1,133	0	19,254	2.6%	5.2%	88.4%	2.6%	5.2%	3.7%	
Rye	5,434	5,370	64	12	0	51	0	5,307	0.2%	0.9%	97.7%	0.2%	0.9%	1.2%	
Seabrook	8,846	8,797	49	77	0	119	0	8,583	0.9%	1.3%	97.0%	0.9%	1.3%	0.8%	
South Hampton	780	769	11	3	7	16	0	743	0.4%	2.1%	95.3%	0.4%	2.1%	2.3%	
Stratham	7,418	7,300	118	4	0	236	0	7,060	0.1%	3.2%	95.2%	0.1%	3.2%	1.6%	
CEDS Eastern Communities	102,450	100,038	2,412	95,769	77	2,827	0	283	93.5%	1.1%	2.8%	1.1%	2.8%	2.7%	
Atkinson	6,897	5,872	25	6,706	0	115	0	51	97.2%	0.0%	1.7%	0.0%	1.7%	1.1%	
Auburn	5,385	5,355	30	5,313	0	42	0	0	98.7%	0.0%	0.8%	0.0%	0.8%	0.6%	
Brentwood	4,712	4,664	48	4,609	27	19	0	9	97.8%	0.6%	0.4%	0.6%	0.4%	1.2%	
Cardia	3,925	3,802	123	3,742	0	23	0	37	95.3%	0.0%	0.6%	0.0%	0.6%	4.1%	
Chester	5,039	5,019	20	4,857	20	111	0	31	96.4%	0.4%	2.2%	0.4%	2.2%	1.0%	
Danville	4,515	4,387	128	4,294	21	58	0	14	95.1%	0.5%	3.1%	0.5%	3.1%	3.1%	
Deerfield	4,463	4,427	36	4,320	58	38	0	11	96.8%	1.3%	0.9%	1.3%	0.9%	1.1%	
Epping	6,945	6,567	378	6,503	24	40	0	0	93.6%	0.3%	0.6%	0.3%	0.6%	5.4%	
Fremont	4,667	4,640	27	4,567	11	48	0	14	97.9%	0.2%	1.0%	0.2%	1.0%	0.9%	
Hampstead	8,625	8,564	61	8,358	43	10	0	36	96.9%	0.5%	1.4%	0.5%	1.4%	1.2%	
Kingston	6,210	6,110	100	6,069	0	41	0	0	97.7%	0.0%	0.7%	0.0%	0.7%	1.6%	
Newton	4,886	4,838	48	4,729	26	40	0	43	96.8%	0.5%	0.8%	0.5%	0.8%	1.9%	
Northwood	4,305	4,268	37	4,203	30	19	0	37	97.6%	0.7%	0.4%	0.7%	0.4%	1.2%	
Nottingham	5,004	4,987	17	4,957	0	30	0	0	99.1%	0.0%	0.6%	0.0%	0.6%	0.3%	
Plaistow	7,677	7,453	224	7,356	26	56	0	0	95.8%	0.3%	0.7%	0.3%	0.7%	3.1%	
Raymond	10,389	10,271	118	10,010	98	88	0	118	96.4%	0.9%	0.8%	0.9%	0.8%	1.9%	
Sandown	6,350	6,228	122	6,153	26	49	0	0	96.9%	0.4%	0.8%	0.4%	0.8%	1.9%	
CEDS Central Communities	99,994	97,452	1,542	96,746	410	25	934	0	401	96.8%	0.4%	0.9%	0.4%	1.9%	
Derry	33,515	33,012	503	31,815	217	9	430	0	541	94.9%	0.6%	1.3%	0.6%	3.1%	
Hudson	25,185	24,893	292	23,866	170	0	700	17	140	94.8%	0.7%	2.8%	0.7%	1.8%	
Litchfield	8,538	8,470	68	8,358	0	54	0	0	97.9%	0.0%	0.7%	0.0%	0.7%	1.4%	
Londonderry	25,529	25,195	334	24,314	354	12	409	0	106	95.2%	1.4%	1.6%	1.4%	1.8%	
Merrimack	25,815	25,302	513	23,995	267	0	796	35	209	92.9%	1.0%	3.1%	1.0%	2.9%	
Nashua	88,606	85,520	3,086	73,139	3,723	106	7,060	42	1,450	82.5%	4.2%	8.0%	4.2%	5.3%	
Pelham	13,596	13,339	257	13,097	29	13	200	0	0	96.3%	0.2%	1.5%	0.2%	2.0%	
Salem	29,133	28,599	534	26,928	147	22	1,055	0	447	92.4%	0.5%	3.6%	0.5%	3.4%	
Windham	14,508	14,207	301	13,776	115	0	316	0	0	95.0%	0.8%	2.2%	0.8%	2.1%	
CEDS Western Communities	264,425	258,537	5,888	239,288	5,022	216	11,024	94	2,893	90.5%	1.9%	4.2%	1.9%	3.4%	
CEDS Region	466,869	456,027	9,842	431,803	6,514	318	14,785	94	3,577	92.5%	1.4%	3.2%	1.4%	2.9%	
Hillsborough County	411,087	400,811	10,276	368,550	11,530	488	16,744	200	3,299	89.7%	2.8%	4.1%	2.8%	3.5%	
Rockingham County	305,129	299,503	5,626	289,348	2,295	175	5,971	0	1,714	94.8%	0.8%	2.0%	0.8%	2.5%	
New Hampshire	1,343,622	1,315,732	27,890	1,250,014	20,516	2,090	36,124	359	6,629	93.0%	1.5%	2.7%	1.5%	2.8%	

Source: 5-year American Community Survey, U.S. Census Bureau

# Table B-1: Housing Units - Census Counts and Housing Estimates

AREA	Housing Units (U.S. Census counts)		Avg. Annual Growth Rate '00-'10	ACS Housing Counts								
				Housing Counts 2016	Housing Counts 2017	Housing Counts 2018	Number Occupied Units 2016	Number Occupied Units 2017	Number Occupied Units 2018	Number Vacant Units 2016	Number Vacant Units 2017	Number Vacant Units 2018
	2000	2010		2016	2017	2018	2016	2017	2018	2016	2017	2018
East Kingston	648	907	3.4%	916	931	932	861	892	881	55	39	51
Exeter	6,107	6,496	0.6%	6,456	6,702	6,819	6,327	6,476	6,483	129	226	336
Greenland	1,244	1,443	1.5%	1,499	1,552	1,550	1,390	1,469	1,465	109	83	85
Hampton	9,349	9,921	0.6%	9,593	9,777	9,741	6,934	7,098	7,133	2,659	2,679	2,608
Hampton Falls	729	900	2.1%	936	942	948	902	894	901	34	48	47
Kensington	672	806	1.8%	864	884	900	805	806	837	59	78	63
New Castle	488	537	1.0%	559	563	519	473	467	390	86	96	129
Newfields	532	591	1.1%	543	549	576	535	540	566	8	9	10
Newington	305	322	0.5%	354	355	344	333	340	329	21	15	15
Newmarket	3,457	4,139	1.8%	4,122	4,274	4,211	3,928	4,077	4,009	194	197	202
North Hampton	1,782	1,914	0.7%	1,955	1,922	1,934	1,750	1,747	1,716	205	175	218
Portsmouth	10,186	10,625	0.4%	10,617	10,439	10,359	10,143	10,157	9,998	474	282	361
Rye	2,645	2,852	0.8%	2,751	2,675	3,104	2,263	2,209	2,323	488	466	781
Seabrook	4,066	4,544	1.1%	4,685	4,976	4,849	3,861	3,946	3,869	824	1,030	980
South Hampton	308	504	5.0%	421	399	382	307	310	298	114	89	84
Stratham	2,371	2,864	1.9%	2,805	2,913	2,955	2,712	2,783	2,812	93	130	143
CEDS Eastern Communities	44,889	49,365	1.0%	49,076	49,853	50,123	43,524	44,211	44,010	5,552	5,642	6,113
Atkinson	2,431	2,788	1.4%	2,828	2,865	2,888	2,686	2,708	2,734	142	157	154
Auburn	1,622	1,814	1.1%	2,052	2,037	2,040	1,985	1,984	1,982	67	53	58
Brentwood	920	1,350	3.9%	1,502	1,605	1,595	1,496	1,598	1,556	6	7	39
Candia	1,384	1,494	0.8%	1,493	1,568	1,525	1,469	1,522	1,499	24	46	26
Chester	1,247	1,596	2.5%	1,705	1,746	1,746	1,659	1,694	1,683	46	52	63
Danville	1,479	1,684	1.3%	1,597	1,646	1,649	1,524	1,608	1,612	73	38	37
Deerfield	1,406	1,743	2.2%	1,793	1,835	1,905	1,590	1,623	1,699	203	212	206
Epping	2,215	2,723	2.1%	2,908	2,923	2,873	2,597	2,681	2,582	311	242	291
Fremont	1,201	1,573	2.7%	1,693	1,766	1,774	1,683	1,723	1,724	10	43	50
Hampstead	3,276	3,727	1.3%	3,720	3,763	3,747	3,514	3,590	3,565	206	173	182
Kingston	2,265	2,480	0.9%	2,668	2,583	2,732	2,450	2,335	2,416	218	248	316
Newton	1,552	1,751	1.2%	1,870	1,906	1,910	1,796	1,803	1,793	74	103	117
Northwood	1,905	2,129	1.1%	2,125	2,098	2,168	1,614	1,582	1,615	511	516	553
Nottingham	1,592	1,986	2.2%	1,999	1,993	1,922	1,771	1,764	1,835	228	229	87
Plaistow	2,927	3,016	0.3%	3,014	3,132	3,235	2,873	3,000	3,039	141	132	196
Raymond	3,710	4,254	1.4%	4,177	4,241	4,346	3,963	4,010	4,104	214	231	242
Sandown	1,777	2,214	2.2%	2,393	2,352	2,334	2,287	2,255	2,228	106	97	106
CEDS Central Communities	32,909	38,322	1.5%	39,537	40,059	40,389	36,957	37,480	37,666	2,580	2,579	2,723
Derry	12,735	13,277	0.4%	13,577	13,792	13,776	12,931	12,962	12,910	646	830	866
Hudson	8,165	9,212	1.2%	9,156	9,254	9,325	8,858	8,976	9,018	298	278	307
Litchfield	2,389	2,912	2.0%	3,025	3,080	3,019	2,982	3,080	3,019	43	0	0
Londonderry	7,718	8,771	1.3%	9,244	9,344	9,491	8,919	9,061	9,138	325	283	353
Merrimack	8,959	9,818	0.9%	10,057	10,087	10,264	9,688	9,745	10,034	369	342	230
Nashua	35,387	37,168	0.5%	36,762	37,054	37,922	34,889	35,374	36,274	1,873	1,680	1,648
Pelham	3,740	4,598	2.1%	4,700	4,866	4,907	4,506	4,575	4,631	194	291	276
Salem	10,866	11,810	0.8%	11,892	11,781	12,011	11,240	11,148	11,413	652	633	598
Windham	3,906	5,164	2.8%	5,311	5,358	5,405	5,101	5,093	5,010	210	265	395
CEDS Western Communities	93,865	102,730	0.9%	103,724	104,616	106,120	99,114	100,014	101,447	4,610	4,602	4,673
REDC CEDS Region	171,663	190,417	1.0%	192,337	194,528	196,632	179,595	181,705	183,123	12,742	12,823	13,509
Hillsborough County	149,961	166,053	1.0%	167,606	169,289	170,155	156,114	158,139	159,200	11,492	11,150	10,955
Rockingham County	113,023	126,709	1.1%	128,637	130,187	131,195	118,672	119,955	120,147	9,965	10,232	11,048
State of NH	546,524	614,754	1.2%	620,729	627,619	630,955	521,373	526,710	528,078	99,356	100,909	102,877

Sources: U.S. Census and American Community Survey 5-year data

# Table B-4: Housing Purchase Prices - NH Counties

All Homes										
	2014	2015	2016	2017	2018	2019	1-YR change 2018 to 2019	% Change 1-YR	5-YR change 2014 to 2019	% Change 5-YR
Hillsborough County	\$216,766	\$225,000	\$235,000	\$250,000	\$265,000	\$282,000	\$17,000	6%	\$65,234	30%
Rockingham County	\$268,000	\$275,000	\$294,000	\$314,000	\$330,000	\$349,000	\$19,000	6%	\$81,000	30%
Belknap County	\$194,933	\$191,333	\$200,000	\$205,000	\$219,993	\$240,000	\$20,007	9%	\$45,067	23%
Carroll County	\$186,500	\$199,000	\$199,466	\$217,000	\$218,000	\$239,000	\$21,000	10%	\$52,500	28%
Cheshire County	\$160,000	\$163,933	\$169,933	\$178,000	\$181,000	\$199,800	\$18,800	10%	\$39,800	25%
Coos County	\$118,600	\$104,466	\$100,000	\$105,000	\$110,000	\$120,000	\$10,000	9%	\$1,400	1%
Grafton County	\$168,000	\$180,166	\$189,933	\$185,000	\$200,000	\$207,533	\$7,533	4%	\$39,533	24%
Merrimack County	\$201,533	\$199,600	\$210,000	\$228,000	\$240,000	\$249,900	\$9,900	4%	\$48,367	24%
Strafford County	\$210,000	\$205,000	\$211,500	\$229,933	\$244,933	\$255,000	\$10,067	4%	\$45,000	21%
Sullivan County	\$144,500	\$157,000	\$159,000	\$159,000	\$172,000	\$175,566	\$3,566	2%	\$31,066	21%
New Hampshire Statewide	\$219,000	\$221,000	\$230,000	\$240,000	\$254,000	\$270,000	\$16,000	6%	\$51,000	23%

Existing Homes										
	2014	2015	2016	2017	2018	2019	1-YR change 2018 to 2019	% Change 1-YR	5-YR change 2014 to 2019	% Change 5-YR
Hillsborough County	\$211,000	\$224,000	\$232,533	\$247,000	\$262,000	\$280,000	\$18,000	7%	\$69,000	33%
Rockingham County	\$255,000	\$272,000	\$286,000	\$306,533	\$325,000	\$347,000	\$22,000	7%	\$92,000	36%
Belknap County	\$191,000	\$190,000	\$199,000	\$204,000	\$217,533	\$239,966	\$22,433	10%	\$48,966	26%
Carroll County	\$186,000	\$198,900	\$199,000	\$215,000	\$215,000	\$239,000	\$24,000	11%	\$53,000	28%
Cheshire County	\$160,000	\$163,533	\$169,900	\$176,266	\$181,000	\$199,000	\$18,000	10%	\$39,000	24%
Coos County	\$118,600	\$104,400	\$99,900	\$105,100	\$110,000	\$120,000	\$10,000	9%	\$1,400	1%
Grafton County	\$165,067	\$180,000	\$189,000	\$183,000	\$197,000	\$207,090	\$10,090	5%	\$42,023	25%
Merrimack County	\$199,000	\$197,000	\$208,000	\$225,000	\$239,993	\$248,000	\$8,007	3%	\$49,000	25%
Strafford County	\$203,000	\$200,000	\$209,933	\$226,800	\$240,000	\$253,933	\$13,933	6%	\$50,933	25%
Sullivan County	\$145,000	\$157,000	\$158,000	\$158,000	\$170,000	\$175,000	\$5,000	3%	\$30,000	21%
New Hampshire Statewide	\$213,533	\$219,933	\$225,000	\$237,933	\$250,000	\$269,933	\$19,933	8%	\$56,400	26%

New Homes										
	2014	2015	2016	2017	2018	2019	1-YR change 2018 to 2019	% Change 1-YR	5-YR change 2014 to 2019	% Change 5-YR
Hillsborough County	\$311,333	\$353,866	\$355,933	\$359,933	\$359,933	\$420,000	\$60,067	17%	\$108,667	35%
Rockingham County	\$358,600	\$347,800	\$380,000	\$405,000	\$427,000	\$481,100	\$54,100	13%	\$122,500	34%
Belknap County	\$251,766	\$296,466	\$504,000	\$284,833	\$280,000	\$315,500	\$35,500	13%	\$63,734	25%
Carroll County	\$190,000	\$260,000	\$275,266	\$315,000	\$390,000	\$338,966	-\$51,034	-13%	\$148,966	78%
Cheshire County	\$140,500	\$194,500	\$204,466	\$213,200	n/a	\$313,500	n/a	n/a	\$173,000	123%
Coos County	\$111,766	\$119,000	\$333,500	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Grafton County	\$265,400	\$227,000	\$350,000	\$340,000	\$373,000	\$402,500	\$29,500	8%	\$137,100	52%
Merrimack County	\$258,000	\$262,933	\$309,000	\$330,000	\$332,916	\$362,333	\$29,417	9%	\$104,333	40%
Strafford County	\$316,266	\$343,466	\$355,866	\$358,500	\$352,500	\$364,933	\$12,433	4%	\$48,667	15%
Sullivan County	\$135,500	\$207,466	\$367,466	\$312,033	n/a	n/a	n/a	n/a	n/a	n/a
New Hampshire Statewide	\$315,000	\$337,200	\$361,466	\$365,000	\$374,266	\$410,000	\$35,734	10%	\$95,000	30%

Source: NHHFA Purchase Price Database, median price

# Table B-5: Home Sales Data, REDC CEDS Region

Area	2019 All Home Sales		2019 Existing Home Sales		2019 New Home Sales		Med. Sales Price Change 2018-2019			Med. Sales Price Change 2014-2019		
	Med Sales Price	Sample Size	Med Sales Price	Sample Size	Med Sales Price	Sample Size	All Sales	Existing	New	All Sales	Existing	New
East Kingston	\$347,000	19	\$347,000	19	n/a	n/a	-11.7%	-10.3%	n/a	3.6%	44.9%	n/a
Exeter	\$361,500	262	\$361,500	262	n/a	n/a	6.6%	11.2%	n/a	42.9%	47.6%	n/a
Greenland	\$405,000	63	\$405,000	63	n/a	n/a	-14.7%	1.3%	n/a	4.9%	15.7%	n/a
Hampton	\$345,000	451	\$345,000	451	n/a	n/a	1.0%	3.0%	n/a	20.0%	23.0%	n/a
Hampton Falls	\$566,966	32	\$566,966	32	n/a	n/a	2.2%	4.9%	n/a	47.3%	47.3%	n/a
Kensington	\$435,000	28	\$420,000	27	\$769,933	1	13.9%	9.9%	n/a	50.0%	41.2%	208.0%
New Castle	\$987,500	12	\$987,500	12	n/a	n/a	29.1%	35.3%	n/a	37.2%	37.2%	n/a
Newfields	\$492,500	28	\$492,500	28	n/a	n/a	21.3%	21.3%	n/a	43.7%	40.5%	n/a
Newington	\$647,500	6	\$520,000	5	\$775,000	1	5.5%	-15.3%	n/a	0.4%	-19.4%	n/a
Newmarket	\$320,000	137	\$320,000	136	\$710,000	1	10.8%	12.9%	40.5%	28.0%	-8.6%	82.0%
North Hampton	\$574,933	55	\$574,933	53	\$1,012,000	2	-1.6%	-1.6%	54.5%	42.0%	53.3%	24.2%
Portsmouth	\$465,000	375	\$465,000	374	\$502,000	1	3.4%	5.9%	-36.1%	36.8%	40.9%	18.8%
Rye	\$772,533	85	\$775,000	83	\$612,500	2	18.8%	19.1%	n/a	34.4%	34.2%	22.5%
Seabrook	\$355,000	88	\$855,000	88	n/a	n/a	5.5%	156.8%	n/a	17.4%	216.7%	n/a
South Hampton	\$368,750	12	\$368,750	12	n/a	n/a	-21.4%	-21.4%	n/a	-22.7%	-22.7%	n/a
Stratham	\$440,500	156	\$431,500	152	\$694,766	4	14.0%	12.1%	32.3%	31.5%	33.8%	29.3%
<b>CEDS Eastern Communities</b>	<b>\$421,309</b>	<b>1,809</b>	<b>\$443,861</b>	<b>1,797</b>	<b>\$732,083</b>	<b>12</b>	<b>5%</b>	<b>13%</b>	<b>45%</b>	<b>30%</b>	<b>37%</b>	<b>64%</b>
Atkinson	\$390,000	128	\$390,000	128	n/a	n/a	7.9%	8.3%	n/a	34.5%	35.7%	n/a
Auburn	\$362,466	82	\$368,500	78	\$298,666	4	-0.7%	5.3%	-40.0%	3.6%	26.2%	-37.8%
Brentwood	\$455,000	54	\$455,000	53	\$616,000	1	20.1%	20.8%	17.3%	44.4%	55.0%	32.2%
Candia	\$329,766	42	\$329,766	42	n/a	n/a	5.7%	5.7%	n/a	42.2%	42.2%	n/a
Chester	\$393,766	74	\$393,766	74	n/a	n/a	12.5%	13.4%	n/a	55.4%	62.7%	n/a
Danville	\$340,000	65	\$340,000	65	n/a	n/a	10.7%	10.8%	n/a	59.1%	52.8%	n/a
Deerfield	\$342,000	57	\$336,000	56	\$349,000	1	4.0%	2.3%	-13.8%	50.3%	47.1%	53.4%
Epping	\$319,000	125	\$319,000	118	\$427,800	7	5.5%	6.7%	17.2%	22.7%	39.0%	47.0%
Fremont	\$315,000	67	\$315,000	67	n/a	n/a	12.9%	16.0%	n/a	34.5%	25.7%	n/a
Hampstead	\$364,933	154	\$364,933	154	n/a	n/a	-0.2%	-0.1%	n/a	21.7%	58.7%	n/a
Kingston	\$326,000	111	\$326,000	111	n/a	n/a	6.7%	8.7%	n/a	38.4%	38.4%	n/a
Newton	\$355,000	84	\$355,000	83	\$419,933	1	4.0%	4.0%	15.7%	42.0%	43.4%	52.0%
Northwood	\$299,933	87	\$295,966	86	\$545,000	1	21.6%	20.0%	n/a	54.7%	52.6%	n/a
Nottingham	\$343,500	92	\$341,000	90	\$446,466	2	14.6%	13.9%	21.3%	32.1%	31.2%	48.8%
Plaistow	\$275,000	147	\$273,000	145	\$532,500	2	12.2%	14.9%	6.5%	40.3%	40.3%	50.0%
Raymond	\$290,000	171	\$292,500	164	\$272,533	7	7.8%	8.3%	3.0%	36.8%	41.0%	22.5%
Sandown	\$324,000	117	\$324,000	117	n/a	n/a	2.9%	3.8%	n/a	29.9%	40.9%	n/a
<b>CEDS Central Communities</b>	<b>\$336,512</b>	<b>1,657</b>	<b>\$336,534</b>	<b>1,631</b>	<b>\$384,033</b>	<b>26</b>	<b>7%</b>	<b>8%</b>	<b>-2%</b>	<b>33%</b>	<b>42%</b>	<b>21%</b>
Derry	\$276,933	611	\$275,500	606	\$482,200	5	6.5%	6.0%	12.1%	45.0%	45.5%	79.4%
Hudson	\$305,000	371	\$305,000	371	n/a	n/a	5.5%	7.0%	n/a	22.0%	26.3%	n/a
Litchfield	\$340,000	102	\$340,000	102	n/a	n/a	7.9%	7.9%	n/a	30.8%	38.8%	n/a
Londonderry	\$300,000	439	\$300,000	436	\$499,933	3	-6.1%	-4.8%	23.4%	8.5%	16.0%	25.7%
Merrimack	\$266,000	507	\$266,000	505	\$460,966	2	1.9%	2.2%	20.5%	25.0%	25.2%	110.6%
Nashua	\$280,000	1,401	\$280,000	1,398	\$420,000	3	6.9%	7.7%	47.4%	30.2%	32.1%	43.9%
Pelham	\$415,000	186	\$405,500	174	\$508,466	12	13.7%	14.2%	21.6%	34.7%	37.1%	22.3%
Salem	\$359,933	529	\$355,000	514	\$475,000	15	9.1%	9.2%	1.1%	33.3%	35.0%	1.9%
Windham	\$461,000	249	\$455,000	246	\$729,000	3	4.8%	6.1%	12.7%	27.2%	27.4%	33.5%
<b>CEDS Western Communities</b>	<b>\$309,048</b>	<b>4,395</b>	<b>\$307,058</b>	<b>4,352</b>	<b>\$500,147</b>	<b>43</b>	<b>5%</b>	<b>6%</b>	<b>22%</b>	<b>28%</b>	<b>32%</b>	<b>41%</b>
<b>REDC CEDS Region</b>	<b>\$340,671</b>	<b>7,861</b>	<b>\$344,835</b>	<b>7,780</b>	<b>\$497,237</b>	<b>81</b>	<b>6%</b>	<b>9%</b>	<b>14%</b>	<b>28%</b>	<b>33%</b>	<b>37%</b>
<b>Hillsborough County</b>	<b>\$282,000</b>	<b>6,385</b>	<b>\$280,000</b>	<b>6,336</b>	<b>\$420,000</b>	<b>49</b>	<b>6%</b>	<b>7%</b>	<b>17%</b>	<b>30%</b>	<b>33%</b>	<b>35%</b>
<b>Rockingham County</b>	<b>\$349,000</b>	<b>5,294</b>	<b>\$347,000</b>	<b>5,230</b>	<b>\$481,100</b>	<b>64</b>	<b>6%</b>	<b>7%</b>	<b>13%</b>	<b>30%</b>	<b>36%</b>	<b>34%</b>
<b>New Hampshire</b>	<b>\$270,000</b>	<b>22,476</b>	<b>\$269,933</b>	<b>22,293</b>	<b>\$410,000</b>	<b>183</b>	<b>6%</b>	<b>8%</b>	<b>10%</b>	<b>23%</b>	<b>26%</b>	<b>30%</b>

Source: NH Housing Finance Authority Purchase Price Database, median prices

Note: Calculations based on sample sizes less than 50 are considered highly volatile; CEDS Subregion Sales Prices based on weighted averages.

# Table B-7: Foreclosure Data

Area							Year-to-Year Change	5-Year Change
	2014	2015	2016	2017	2018	2019	2018-2019	2014-2019
East Kingston	0	3	2	0	0	1	1	1
Exeter	19	17	15	5	3	8	5	-11
Greenland	4	3	3	2	0	2	2	-2
Hampton	14	15	12	7	9	6	-3	-8
Hampton Falls	2	2	0	0	0	0	0	-2
Kensington	0	1	2	2	0	2	2	2
New Castle	0	0	0	0	0	0	0	0
Newfields	1	0	0	0	0	1	1	0
Newington	0	0	0	0	0	0	0	0
Newmarket	8	7	5	3	1	1	0	-7
North Hampton	5	3	2	5	0	0	0	-5
Portsmouth	14	7	1	5	0	5	5	-9
Rye	1	1	1	0	1	1	0	0
Seabrook	4	4	8	5	4	3	-1	-1
South Hampton	1	1	1	0	0	0	0	-1
Stratham	12	7	7	4	0	0	0	-12
<b>CEDS Eastern Communities</b>	<b>85</b>	<b>71</b>	<b>59</b>	<b>38</b>	<b>18</b>	<b>30</b>	<b>12</b>	<b>-55</b>
Atkinson	6	4	3	2	0	2	2	-4
Auburn	8	8	2	1	2	2	0	-6
Brentwood	7	4	2	1	0	0	0	-7
Candia	4	6	4	7	1	2	1	-2
Chester	7	5	3	5	3	2	-1	-5
Danville	6	11	8	8	3	2	-1	-4
Deerfield	9	12	10	5	0	6	6	-3
Epping	13	10	10	6	6	3	-3	-10
Fremont	16	5	4	6	0	3	3	-13
Hampstead	9	10	10	7	5	1	-4	-8
Kingston	13	12	15	11	3	2	-1	-11
Newton	12	6	6	10	0	5	5	-7
Northwood	10	10	7	8	3	7	4	-3
Nottingham	10	3	10	4	6	2	-4	-8
Plaistow	11	11	11	14	4	5	1	-6
Raymond	28	29	17	17	11	6	-5	-22
Sandown	15	14	12	6	5	5	0	-10
<b>CEDS Central Communities</b>	<b>184</b>	<b>160</b>	<b>134</b>	<b>118</b>	<b>52</b>	<b>55</b>	<b>3</b>	<b>-129</b>
Derry	52	58	37	29	16	24	8	-28
Hudson	32	30	28	18	10	13	3	-19
Litchfield	12	5	6	7	2	4	2	-8
Londonderry	36	27	22	19	10	14	4	-22
Merrimack	43	28	28	15	11	15	4	-28
Nashua	99	79	74	50	34	23	-11	-76
Pelham	8	16	10	11	9	3	-6	-5
Salem	33	27	23	25	7	9	2	-24
Windham	9	11	9	10	3	4	1	-5
<b>CEDS Western Communities</b>	<b>324</b>	<b>281</b>	<b>237</b>	<b>184</b>	<b>102</b>	<b>109</b>	<b>7</b>	<b>-215</b>
<b>REDC CEDS Region</b>	<b>593</b>	<b>512</b>	<b>430</b>	<b>340</b>	<b>172</b>	<b>194</b>	<b>22</b>	<b>-399</b>
<b>Hillsborough County</b>	<b>535</b>	<b>493</b>	<b>436</b>	<b>334</b>	<b>200</b>	<b>195</b>	<b>-5</b>	<b>-340</b>
<b>Rockingham County</b>	<b>398</b>	<b>354</b>	<b>284</b>	<b>239</b>	<b>107</b>	<b>134</b>	<b>27</b>	<b>-264</b>
<b>New Hampshire</b>	<b>2,074</b>	<b>1,724</b>	<b>1,555</b>	<b>1,305</b>	<b>860</b>	<b>731</b>	<b>-129</b>	<b>-1,343</b>

Source: the Warren Group via NH Housing Finance Authority

# Table C-2: Employment and Wages for Hillsborough County

NAICS Code	Industry	Hillsborough County 2016			Hillsborough County 2017			Hillsborough County 2018		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
<b>ALL</b>	<b>Total, Private plus Government</b>	<b>11,405</b>	<b>199,729</b>	<b>\$1,119</b>	<b>11,354</b>	<b>201,740</b>	<b>\$1,148</b>	<b>11,421</b>	<b>203,961</b>	<b>\$1,182</b>
	Total Private	11,117	178,867	\$1,126	11,065	180,839	\$1,156	11,135	182,874	\$1,190
<b>101</b>	<b>Goods-Producing Industries</b>	<b>1,632</b>	<b>32,654</b>	<b>\$1,437</b>	<b>1,646</b>	<b>33,513</b>	<b>\$1,490</b>	<b>1,672</b>	<b>34,296</b>	<b>\$1,526</b>
<b>11</b>	<b>Agriculture/Forestry/Fishing</b>	<b>30</b>	<b>172</b>	<b>\$653</b>	<b>30</b>	<b>183</b>	<b>\$665</b>	<b>30</b>	<b>194</b>	<b>\$632</b>
111	Crop Production	13	111	\$444	14	124	\$480	14	138	\$497
112	Animal Production	n	n	n	n	n	n	n	n	n
113	Forestry and Logging	14	52	\$1,050	12	48	\$1,049	12	46	\$1,006
114	Fishing, Hunting, and Trapping	0	0	\$0	0	0	\$0	0	0	\$0
115	Agriculture and Forestry Support Activities	n	n	n	n	n	n	n	n	n
<b>21</b>	<b>Mining</b>	<b>8</b>	<b>47</b>	<b>\$1,249</b>	<b>8</b>	<b>50</b>	<b>\$1,335</b>	<b>7</b>	<b>55</b>	<b>\$1,366</b>
211	Oil and Gas Extraction	0	0	\$0	0	0	\$0	0	0	\$0
212	Mining (except Oil and Gas)	8	47	\$1,249	8	50	\$1,335	7	55	\$1,366
213	Support Activities for Mining	0	0	\$0	0	0	\$0	0	0	\$0
<b>23</b>	<b>Construction</b>	<b>994</b>	<b>7,424</b>	<b>\$1,203</b>	<b>1,012</b>	<b>7,726</b>	<b>\$1,247</b>	<b>1,046</b>	<b>7,731</b>	<b>\$1,264</b>
236	Construction of Buildings	260	1,581	\$1,290	265	1,674	\$1,337	274	1,679	\$1,395
237	Heavy and Civil Engineering Construction	26	313	\$1,448	27	370	\$1,456	32	395	\$1,326
238	Specialty Trade Contractors	708	5,530	\$1,164	720	5,682	\$1,206	740	5,657	\$1,221
<b>31-33</b>	<b>Manufacturing</b>	<b>601</b>	<b>25,010</b>	<b>\$1,512</b>	<b>596</b>	<b>25,553</b>	<b>\$1,570</b>	<b>589</b>	<b>26,316</b>	<b>\$1,609</b>
311	Food Manufacturing	36	487	\$671	34	502	\$729	32	537	\$704
312	Beverage and Tobacco Product Manufacturing	9	428	\$1,376	11	453	\$1,362	11	460	\$1,371
313	Textile Mills	8	609	\$1,083	6	598	\$1,067	6	577	\$1,135
314	Textile Product Mills	8	83	\$914	9	105	\$884	9	108	\$910
315	Apparel Manufacturing	3	42	\$1,524	n	n	n	n	n	n
316	Leather and Allied Product Manufacturing	n	n	n	3	8	\$816	3	9	\$769
321	Wood Product Manufacturing	11	187	\$1,029	12	200	\$1,120	12	200	\$1,069
322	Paper Manufacturing	8	452	\$1,201	8	415	\$1,278	8	417	\$1,328
323	Printing and Related Support Activities	49	666	\$1,049	48	658	\$1,115	52	664	\$1,363
324	Petroleum and Coal Products Manufacturing	n	n	n	n	n	n	n	n	n
325	Chemical Manufacturing	16	324	\$1,241	16	361	\$1,280	15	373	\$1,375
326	Plastics and Rubber Products Manufacturing	35	1,915	\$1,121	36	1,971	\$1,148	36	1,995	\$1,115
327	Nonmetallic Mineral Product Manufacturing	19	399	\$1,127	20	400	\$1,161	20	397	\$1,198
331	Primary Metal Manufacturing	11	1,198	\$1,150	11	1,241	\$1,170	12	1,301	\$1,272
332	Fabricated Metal Product Manufacturing	103	3,177	\$1,158	103	3,243	\$1,180	104	3,304	\$1,239
333	Machinery Manufacturing	49	956	\$1,608	50	1,028	\$1,761	44	1,016	\$1,756
334	Computer and Electronic Product Manufacturing	131	10,680	\$1,915	130	11,012	\$1,974	124	11,600	\$2,014
335	Electrical Equipment/Appliances Manufacturing	21	1,262	\$1,481	21	1,218	\$1,493	21	1,196	\$1,587
336	Transportation Equipment Manufacturing	6	100	\$1,383	5	75	\$1,522	5	65	\$1,553
337	Furniture and Related Product Manufacturing	10	103	\$745	9	102	\$799	9	70	\$934
339	Miscellaneous Manufacturing	64	1,926	\$1,307	62	1,922	\$1,463	63	1,992	\$1,348
<b>102</b>	<b>Service-Providing Industries</b>	<b>9,485</b>	<b>146,213</b>	<b>\$1,057</b>	<b>9,420</b>	<b>147,327</b>	<b>\$1,080</b>	<b>9,462</b>	<b>148,577</b>	<b>\$1,113</b>
<b>22</b>	<b>Utilities</b>	<b>14</b>	<b>237</b>	<b>\$1,875</b>	<b>14</b>	<b>239</b>	<b>\$2,003</b>	<b>14</b>	<b>254</b>	<b>\$2,180</b>
221	Utilities	14	237	\$1,875	14	239	\$2,003	14	254	\$2,180
<b>42</b>	<b>Wholesale Trade</b>	<b>846</b>	<b>7,522</b>	<b>\$1,719</b>	<b>824</b>	<b>7,427</b>	<b>\$1,716</b>	<b>811</b>	<b>7,299</b>	<b>\$1,770</b>
423	Merchant Wholesalers, Durable Goods	300	4,374	\$1,744	299	4,324	\$1,744	319	4,452	\$1,787
424	Merchant Wholesalers, Nondurable Goods	83	1,328	\$1,091	82	1,413	\$1,106	87	1,461	\$1,125
425	Electronic Markets and Agents and Brokers	462	1,820	\$2,117	443	1,690	\$2,153	404	1,385	\$2,397
<b>44-45</b>	<b>Retail Trade</b>	<b>1,528</b>	<b>28,108</b>	<b>\$665</b>	<b>1,518</b>	<b>27,995</b>	<b>\$675</b>	<b>1,511</b>	<b>27,692</b>	<b>\$689</b>
441	Motor Vehicle and Parts Dealers	174	4,036	\$1,103	172	3,998	\$1,133	172	3,985	\$1,137
442	Furniture and Home Furnishings Stores	73	832	\$755	73	866	\$781	71	906	\$762
443	Electronics and Appliance Stores	92	1,597	\$1,560	89	1,443	\$1,576	86	1,202	\$1,392
444	Building Material and Garden Supply Stores	111	2,194	\$708	112	2,205	\$717	113	2,205	\$722
445	Food and Beverage Stores	157	6,115	\$377	157	6,227	\$389	157	6,174	\$400
446	Health and Personal Care Stores	134	1,381	\$658	131	1,380	\$665	133	1,374	\$674
447	Gasoline Stations	118	791	\$454	121	813	\$505	121	810	\$502
448	Clothing and Clothing Accessories Stores	217	2,765	\$382	211	2,727	\$387	206	2,629	\$413
451	Sporting Goods, Hobby, Book, and Music Stores	111	1,340	\$407	107	1,290	\$417	101	1,202	\$430
452	General Merchandise Stores	60	3,727	\$456	62	3,649	\$471	67	3,618	\$478
453	Miscellaneous Store Retailers	199	1,878	\$458	199	1,821	\$476	192	1,803	\$472
454	Nonstore Retailers	83	1,453	\$1,252	86	1,577	\$1,213	93	1,785	\$1,457
<b>48-49</b>	<b>Transportation and Warehousing</b>	<b>213</b>	<b>3,971</b>	<b>\$804</b>	<b>214</b>	<b>3,836</b>	<b>\$843</b>	<b>210</b>	<b>3,834</b>	<b>\$878</b>
481	Air Transportation	18	263	\$1,206	17	262	\$1,248	17	258	\$1,290
484	Truck Transportation	80	796	\$948	77	760	\$994	78	743	\$1,081
485	Transit and Ground Passenger Transportation	28	864	\$445	30	877	\$452	30	857	\$477
486	Pipeline Transportation	0	0	\$0	0	0	\$0	0	0	\$0
487	Scenic and Sightseeing Transportation	0	0	\$0	0	0	\$0	0	0	\$0
488	Support Activities for Transportation	34	265	\$1,016	34	280	\$1,010	n	n	n
491	Postal Service	0	0	\$0	0	0	\$0	0	0	\$0
492	Couriers and Messengers	32	1,169	\$851	35	1,083	\$927	n	n	n
493	Warehousing and Storage	22	614	\$766	21	573	\$813	19	572	\$841

Source: NH Economic and Labor Market Information Bureau  
n= data does not meet disclosure standards

# Table C-2: Employment and Wages for Hillsborough County

Continued

		Hillsborough County 2016			Hillsborough County 2017			Hillsborough County 2018		
NAICS Code	Industry	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
<b>51</b>	<b>Information</b>	<b>173</b>	<b>5,348</b>	<b>\$1,799</b>	<b>178</b>	<b>5,626</b>	<b>\$1,820</b>	<b>179</b>	<b>6,101</b>	<b>\$1,823</b>
511	Publishing Industries (except Internet)	76	2,260	\$2,205	77	2,163	\$2,257	73	2,135	\$2,288
512	Motion Picture and Sound Recording	16	390	\$946	19	556	\$737	21	541	\$811
515	Broadcasting (except Internet)	7	231	\$1,315	7	235	\$1,238	6	221	\$1,327
517	Telecommunications	38	1,850	\$1,584	35	2,082	\$1,614	38	2,618	\$1,681
518	Data Processing and Related Services	15	527	\$1,669	18	504	\$2,261	20	502	\$1,884
519	Other Information Services	21	90	\$1,706	23	88	\$1,825	22	85	\$1,855
<b>52</b>	<b>Finance and Insurance</b>	<b>634</b>	<b>10,397</b>	<b>\$2,368</b>	<b>630</b>	<b>10,288</b>	<b>\$2,451</b>	<b>625</b>	<b>9,852</b>	<b>\$2,568</b>
522	Credit Intermediation and Related Activities	n	n	n	n	n	n	n	n	n
523	Financial Investment and Related Activities	180	5,373	\$3,034	177	5,208	\$3,194	175	4,845	\$3,377
524	Insurance Carriers and Related Activities	243	2,888	\$1,843	240	2,939	\$1,865	242	2,936	\$2,028
525	Funds, Trusts, and Other Financial Vehicles	n	n	n	n	n	n	n	n	n
<b>53</b>	<b>Real Estate and Rental and Leasing</b>	<b>364</b>	<b>2,390</b>	<b>\$1,083</b>	<b>369</b>	<b>2,480</b>	<b>\$1,050</b>	<b>365</b>	<b>2,487</b>	<b>\$1,064</b>
531	Real Estate	302	1,650	\$1,117	306	1,730	\$1,073	305	1,742	\$1,085
532	Rental and Leasing Services	n	n	n	n	n	n	n	n	n
533	Lessors of Nonfinancial Intangible Assets	n	n	n	n	n	n	n	n	n
<b>54</b>	<b>Professional and Technical Services</b>	<b>1,395</b>	<b>12,209</b>	<b>\$1,802</b>	<b>1,372</b>	<b>12,254</b>	<b>\$1,864</b>	<b>1,380</b>	<b>12,340</b>	<b>\$1,902</b>
541	Professional and Technical Services	1,395	12,209	\$1,802	1,372	12,254	\$1,864	1,380	12,340	\$1,902
5411	Legal Services	243	1,662	\$1,852	237	1,653	\$1,807	238	1,657	\$1,850
5412	Accounting and Bookkeeping Services	175	1,797	\$1,684	168	1,770	\$1,727	168	1,763	\$1,736
5413	Architectural and Engineering Services	197	1,911	\$1,682	193	1,997	\$1,928	186	2,010	\$2,127
5414	Specialized Design Services	29	194	\$1,318	30	191	\$1,305	28	138	\$1,171
5415	Computer Systems Design and Related Services	377	3,628	\$2,309	372	3,598	\$2,344	378	3,585	\$2,354
5416	Management and Technical Consulting Services	201	1,101	\$1,620	202	1,123	\$1,657	212	1,134	\$1,699
5417	Scientific Research and Development Services	31	623	\$1,956	27	602	\$2,079	28	670	\$1,962
5418	Advertising, PR, and Related Services	53	597	\$852	52	614	\$952	51	635	\$1,010
5419	Other Professional and Technical Services	91	698	\$774	91	706	\$815	92	748	\$795
<b>55</b>	<b>Management of Companies/Enterprises</b>	<b>121</b>	<b>3,365</b>	<b>\$1,499</b>	<b>115</b>	<b>3,362</b>	<b>\$1,650</b>	<b>110</b>	<b>3,314</b>	<b>\$1,616</b>
551	Management of Companies/Enterprises	121	3,365	\$1,499	115	3,362	\$1,650	110	3,314	\$1,616
<b>56</b>	<b>Administrative and Waste Services</b>	<b>838</b>	<b>11,739</b>	<b>\$789</b>	<b>830</b>	<b>11,798</b>	<b>\$798</b>	<b>869</b>	<b>12,191</b>	<b>\$891</b>
561	Administrative and Support Services	810	11,538	\$789	800	11,578	\$797	838	11,955	\$890
5611	Office Administrative Services	129	1,167	\$1,836	132	1,101	\$1,832	138	1,073	\$1,957
5612	Facilities Support Services	n	n	n	n	n	n	n	n	n
5613	Employment Services	105	4,495	\$626	108	4,447	\$647	116	4,510	\$757
5614	Business Support Services	64	847	\$890	63	815	\$947	63	1,016	\$1,261
5615	Travel Arrangement and Reservation Services	56	230	\$883	37	229	\$809	26	228	\$864
5616	Investigation and Security Services	49	946	\$887	49	927	\$913	51	1,004	\$971
5617	Services to Buildings and Dwellings	381	3,526	\$611	380	3,618	\$627	408	3,708	\$651
5619	Other Support Services	n	n	n	n	n	n	n	n	n
562	Waste Management and Remediation Services	28	201	\$786	30	221	\$851	32	236	\$941
<b>61</b>	<b>Educational Services</b>	<b>195</b>	<b>6,399</b>	<b>\$834</b>	<b>197</b>	<b>6,609</b>	<b>\$853</b>	<b>198</b>	<b>6,686</b>	<b>\$889</b>
611	Educational Services	195	6,399	\$834	197	6,609	\$853	198	6,686	\$889
<b>62</b>	<b>Health Care and Social Assistance</b>	<b>1,101</b>	<b>28,846</b>	<b>\$1,002</b>	<b>1,107</b>	<b>29,696</b>	<b>\$1,018</b>	<b>1,123</b>	<b>30,538</b>	<b>\$1,052</b>
621	Ambulatory Health Care Services	719	10,016	\$1,418	720	10,336	\$1,425	732	10,707	\$1,467
622	Hospitals	15	9,199	\$1,011	15	9,465	\$1,025	14	9,686	\$1,056
623	Nursing and Residential Care Facilities	109	5,355	\$619	116	5,384	\$654	116	5,283	\$689
624	Social Assistance	260	4,277	\$487	257	4,511	\$508	261	4,863	\$523
<b>71</b>	<b>Arts, Entertainment, and Recreation</b>	<b>170</b>	<b>2,789</b>	<b>\$375</b>	<b>175</b>	<b>2,871</b>	<b>\$395</b>	<b>181</b>	<b>3,105</b>	<b>\$387</b>
711	Performing Arts and Spectator Sports	30	393	\$448	30	346	\$509	33	395	\$454
712	Museums, Historic Sites, Zoos, and Parks	9	141	\$473	9	134	\$498	8	137	\$486
713	Gambling, Recreation, Amusement Industries	131	2,255	\$357	136	2,391	\$373	140	2,573	\$372
<b>72</b>	<b>Accommodation and Food Services</b>	<b>872</b>	<b>15,939</b>	<b>\$377</b>	<b>872</b>	<b>15,966</b>	<b>\$386</b>	<b>875</b>	<b>15,876</b>	<b>\$402</b>
721	Accommodation	55	1,417	\$520	52	1,272	\$483	51	1,316	\$462
722	Food Services and Drinking Places	817	14,523	\$363	819	14,694	\$378	824	14,560	\$397
<b>81</b>	<b>Other Services Except Public Admin</b>	<b>1,005</b>	<b>6,910</b>	<b>\$700</b>	<b>985</b>	<b>6,817</b>	<b>\$686</b>	<b>988</b>	<b>6,926</b>	<b>\$709</b>
811	Repair and Maintenance	360	2,128	\$946	354	2,117	\$988	358	2,142	\$996
812	Personal and Laundry Services	329	2,670	\$599	335	2,737	\$541	331	2,772	\$572
813	Membership Associations and Organizations	171	1,917	\$590	155	1,783	\$564	163	1,830	\$595
814	Private Households	146	195	\$485	141	180	\$529	136	182	\$556
<b>99</b>	<b>Unclassified Establishments</b>	<b>17</b>	<b>46</b>	<b>\$728</b>	<b>24</b>	<b>62</b>	<b>\$800</b>	<b>26</b>	<b>83</b>	<b>\$779</b>
999	Unclassified Establishments	17	46	\$728	24	62	\$800	26	83	\$779
<b>Total Government</b>		<b>289</b>	<b>20,862</b>	<b>\$1,054</b>	<b>289</b>	<b>20,901</b>	<b>\$1,076</b>	<b>286</b>	<b>21,088</b>	<b>\$1,113</b>
	Federal Government	71	3,966	\$1,618	71	3,930	\$1,651	71	4,047	\$1,734
	State Government	102	1,731	\$819	102	1,746	\$824	99	1,717	\$854
	Local Government	116	15,166	\$933	116	15,226	\$957	116	15,324	\$978

Source: NH Economic and Labor Market Information Bureau  
n= data does not meet disclosure standards

# Table C-2: Employment and Wages for Rockingham County

NAICS Code Industry		Rockingham County 2016			Rockingham County 2017			Rockingham County 2018		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
<b>ALL</b>	<b>Total, Private plus Government</b>	<b>10,112</b>	<b>146,926</b>	<b>\$1,009</b>	<b>10,203</b>	<b>149,059</b>	<b>\$1,041</b>	<b>10,283</b>	<b>149,817</b>	<b>\$1,069</b>
	Total Private	9,813	132,843	\$1,016	9,903	134,948	\$1,050	9,984	135,525	\$1,079
<b>101</b>	<b>Goods-Producing Industries</b>	<b>1,459</b>	<b>21,711</b>	<b>\$1,289</b>	<b>1,489</b>	<b>22,384</b>	<b>\$1,336</b>	<b>1,518</b>	<b>22,957</b>	<b>\$1,346</b>
<b>11</b>	<b>Agriculture/Forestry/Fishing</b>	<b>27</b>	<b>261</b>	<b>\$515</b>	<b>29</b>	<b>259</b>	<b>\$526</b>	<b>28</b>	<b>275</b>	<b>\$546</b>
111	Crop Production	13	187	\$410	15	190	\$412	15	202	\$440
112	Animal Production	5	17	\$504	5	16	\$565	5	19	\$485
113	Forestry and Logging	3	18	\$1,116	3	15	\$1,249	n	n	n
114	Fishing, Hunting, and Trapping	0	0	\$0	0	0	\$0	n	n	n
115	Agriculture and Forestry Support Activities	6	39	\$741	6	37	\$797	6	39	\$822
<b>21</b>	<b>Mining</b>	<b>11</b>	<b>125</b>	<b>\$1,067</b>	<b>11</b>	<b>125</b>	<b>\$1,059</b>	<b>11</b>	<b>113</b>	<b>\$1,127</b>
211	Oil and Gas Extraction	0	0	\$0	0	0	\$0	0	0	\$0
212	Mining (except Oil and Gas)	n	n	n	n	n	n	n	n	n
213	Support Activities for Mining	n	n	n	n	n	n	n	n	n
<b>23</b>	<b>Construction</b>	<b>937</b>	<b>6,385</b>	<b>\$1,182</b>	<b>970</b>	<b>6,793</b>	<b>\$1,238</b>	<b>1,000</b>	<b>6,967</b>	<b>\$1,259</b>
236	Construction of Buildings	244	1,216	\$1,215	246	1,249	\$1,290	251	1,258	\$1,267
237	Heavy and Civil Engineering Construction	47	1,143	\$1,533	47	1,275	\$1,640	47	1,273	\$1,644
238	Specialty Trade Contractors	646	4,026	\$1,072	677	4,269	\$1,103	701	4,437	\$1,146
<b>31-33</b>	<b>Manufacturing</b>	<b>484</b>	<b>14,939</b>	<b>\$1,350</b>	<b>479</b>	<b>15,206</b>	<b>\$1,395</b>	<b>479</b>	<b>15,603</b>	<b>\$1,400</b>
311	Food Manufacturing	29	1,383	\$1,553	29	1,434	\$1,458	28	1,452	\$1,423
312	Beverage and Tobacco Product Manufacturing	19	429	\$844	23	458	\$819	25	483	\$877
313	Textile Mills	n	n	n	3	514	\$1,102	n	n	n
314	Textile Product Mills	8	27	\$696	9	27	\$719	n	n	n
315	Apparel Manufacturing	n	n	n	n	n	n	n	n	n
316	Leather and Allied Product Manufacturing	n	n	n	n	n	n	n	n	n
321	Wood Product Manufacturing	17	189	\$1,068	17	189	\$1,111	17	179	\$1,209
322	Paper Manufacturing	n	n	n	8	91	\$840	8	81	\$806
323	Printing and Related Support Activities	38	424	\$989	35	424	\$1,036	34	469	\$1,036
324	Petroleum and Coal Products Manufacturing	5	163	\$1,484	4	165	\$1,541	4	170	\$1,644
325	Chemical Manufacturing	19	1,216	\$1,721	19	1,230	\$1,827	21	1,345	\$1,891
326	Plastics and Rubber Products Manufacturing	21	1,377	\$1,018	22	1,332	\$1,231	22	1,281	\$1,077
327	Nonmetallic Mineral Product Manufacturing	20	854	\$1,263	21	932	\$1,292	19	905	\$1,299
331	Primary Metal Manufacturing	5	232	\$953	5	239	\$964	5	256	\$1,025
332	Fabricated Metal Product Manufacturing	119	2,663	\$1,285	114	2,721	\$1,342	117	2,780	\$1,325
333	Machinery Manufacturing	33	1,263	\$1,500	32	1,296	\$1,619	35	1,478	\$1,630
334	Computer and Electronic Product Manufacturing	58	1,893	\$1,648	55	1,865	\$1,655	53	1,957	\$1,686
335	Electrical Equipment/Appliances Manufacturing	18	1,115	\$1,390	18	1,155	\$1,375	16	1,115	\$1,405
336	Transportation Equipment Manufacturing	n	n	n	10	182	\$999	12	172	\$1,005
337	Furniture and Related Product Manufacturing	22	322	\$1,080	22	322	\$1,100	19	300	\$1,127
339	Miscellaneous Manufacturing	31	571	\$1,440	32	614	\$1,443	32	625	\$1,410
<b>102</b>	<b>Service-Providing Industries</b>	<b>8,354</b>	<b>111,132</b>	<b>\$963</b>	<b>8,415</b>	<b>112,564</b>	<b>\$993</b>	<b>8,467</b>	<b>112,568</b>	<b>\$1,025</b>
<b>22</b>	<b>Utilities</b>	<b>19</b>	<b>848</b>	<b>\$2,238</b>	<b>19</b>	<b>814</b>	<b>\$2,440</b>	<b>19</b>	<b>766</b>	<b>\$2,444</b>
221	Utilities	19	848	\$2,238	19	814	\$2,440	19	766	\$2,444
<b>42</b>	<b>Wholesale Trade</b>	<b>867</b>	<b>6,770</b>	<b>\$1,551</b>	<b>867</b>	<b>6,795</b>	<b>\$1,565</b>	<b>847</b>	<b>6,972</b>	<b>\$1,613</b>
423	Merchant Wholesalers, Durable Goods	286	3,270	\$1,386	280	3,259	\$1,432	300	3,364	\$1,468
424	Merchant Wholesalers, Nondurable Goods	117	1,891	\$1,440	122	1,945	\$1,443	127	2,046	\$1,460
425	Electronic Markets and Agents and Brokers	464	1,609	\$2,015	466	1,591	\$1,986	421	1,562	\$2,127
<b>44-45</b>	<b>Retail Trade</b>	<b>1,511</b>	<b>26,020</b>	<b>\$554</b>	<b>1,510</b>	<b>25,798</b>	<b>\$567</b>	<b>1,482</b>	<b>25,244</b>	<b>\$603</b>
441	Motor Vehicle and Parts Dealers	205	2,775	\$965	206	2,735	\$998	201	2,734	\$1,018
442	Furniture and Home Furnishings Stores	88	754	\$644	88	728	\$667	89	799	\$695
443	Electronics and Appliance Stores	88	1,131	\$1,188	82	1,105	\$1,227	74	1,176	\$1,478
444	Building Material and Garden Supply Stores	125	2,799	\$668	127	2,794	\$665	128	2,853	\$679
445	Food and Beverage Stores	129	6,316	\$356	129	6,227	\$366	127	6,084	\$383
446	Health and Personal Care Stores	131	1,262	\$628	131	1,233	\$667	128	1,201	\$689
447	Gasoline Stations	110	953	\$425	113	978	\$459	120	917	\$486
448	Clothing and Clothing Accessories Stores	194	1,752	\$370	190	1,751	\$366	184	1,698	\$385
451	Sporting Goods, Hobby, Book, and Music Stores	98	1,188	\$350	98	1,145	\$353	93	1,030	\$368
452	General Merchandise Stores	63	4,497	\$421	66	4,527	\$427	66	4,329	\$444
453	Miscellaneous Store Retailers	204	1,837	\$448	208	1,820	\$458	202	1,808	\$475
454	Nonstore Retailers	77	756	\$1,053	75	754	\$1,097	70	616	\$1,285
<b>48-49</b>	<b>Transportation and Warehousing</b>	<b>231</b>	<b>4,905</b>	<b>\$891</b>	<b>225</b>	<b>5,067</b>	<b>\$909</b>	<b>220</b>	<b>5,098</b>	<b>\$960</b>
481	Air Transportation	7	205	\$1,387	7	203	\$1,375	8	206	\$1,389
484	Truck Transportation	101	920	\$1,043	98	961	\$1,081	93	972	\$1,095
485	Transit and Ground Passenger Transportation	37	1,256	\$543	33	1,212	\$549	35	1,214	\$583
486	Pipeline Transportation	n	n	n	n	n	n	n	n	n
487	Scenic and Sightseeing Transportation	n	n	n	n	n	n	n	n	n
488	Support Activities for Transportation	35	455	\$1,083	38	519	\$1,134	38	548	\$1,296
491	Postal Service	0	0	\$0	0	0	\$0	0	0	\$0
492	Couriers and Messengers	24	684	\$807	21	759	\$779	20	768	\$808
493	Warehousing and Storage	17	1,325	\$1,028	17	1,354	\$1,035	18	1,333	\$1,100

Source: NH Economic and Labor Market Information Bureau  
n= data does not meet disclosure standards

# Table C-2: Employment and Wages for Rockingham County Continued

NAICS Code Industry		Rockingham County 2016			Rockingham County 2017			Rockingham County 2018		
		Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage	Units	Average Annual Empl.	Average Weekly Wage
<b>51</b>	<b>Information</b>	<b>115</b>	<b>3,278</b>	<b>\$1,759</b>	<b>117</b>	<b>3,139</b>	<b>\$1,804</b>	<b>120</b>	<b>2,694</b>	<b>\$2,036</b>
511	Publishing Industries (except Internet)	44	1,372	\$1,943	43	1,500	\$2,010	43	1,571	\$2,288
512	Motion Picture and Sound Recording	11	138	\$362	15	139	\$389	15	133	\$443
515	Broadcasting (except Internet)	5	56	\$1,214	5	44	\$1,434	5	33	\$1,582
517	Telecommunications	20	924	\$1,660	21	835	\$1,778	26	506	\$1,694
518	Data Processing and Related Services	20	694	\$1,923	20	538	\$1,746	19	379	\$2,175
519	Other Information Services	16	94	\$1,209	13	83	\$1,263	12	73	\$1,378
<b>52</b>	<b>Finance and Insurance</b>	<b>472</b>	<b>6,177</b>	<b>\$1,826</b>	<b>481</b>	<b>5,275</b>	<b>\$1,760</b>	<b>487</b>	<b>5,331</b>	<b>\$1,880</b>
522	Credit Intermediation and Related Activities	168	2,159	\$1,444	169	2,174	\$1,485	171	2,228	\$1,544
523	Financial Investment and Related Activities	163	698	\$3,308	n	n	n	n	n	n
524	Insurance Carriers and Related Activities	139	3,314	\$1,764	142	2,350	\$1,529	141	2,319	\$1,625
525	Funds, Trusts, and Other Financial Vehicles	n	n	n	n	n	n	n	n	n
<b>53</b>	<b>Real Estate and Rental and Leasing</b>	<b>322</b>	<b>1,650</b>	<b>\$1,086</b>	<b>331</b>	<b>1,689</b>	<b>\$1,143</b>	<b>318</b>	<b>1,724</b>	<b>\$1,193</b>
531	Real Estate	261	1,139	\$1,052	266	1,168	\$1,098	256	1,172	\$1,105
532	Rental and Leasing Services	n	n	n	n	n	n	n	n	n
533	Lessors of Nonfinancial Intangible Assets	n	n	n	n	n	n	n	n	n
<b>54</b>	<b>Professional and Technical Services</b>	<b>1,108</b>	<b>8,639</b>	<b>\$1,550</b>	<b>1,141</b>	<b>10,401</b>	<b>\$1,666</b>	<b>1,174</b>	<b>10,422</b>	<b>\$1,747</b>
541	Professional and Technical Services	1,108	8,639	\$1,550	1,141	10,401	\$1,666	1,174	10,422	\$1,747
5411	Legal Services	144	708	\$1,369	137	708	\$1,406	139	696	\$1,475
5412	Accounting and Bookkeeping Services	136	1,054	\$1,189	134	1,061	\$1,212	140	1,062	\$1,279
5413	Architectural and Engineering Services	184	2,044	\$1,758	184	2,236	\$1,713	188	2,315	\$1,799
5414	Specialized Design Services	30	168	\$1,120	33	180	\$1,148	31	196	\$1,176
5415	Computer Systems Design and Related Services	245	2,125	\$1,609	266	3,493	\$1,961	266	3,258	\$2,085
5416	Management and Technical Consulting Services	215	1,035	\$2,006	233	1,208	\$1,917	256	1,364	\$1,961
5417	Scientific Research and Development Services	26	266	\$2,064	21	243	\$1,947	21	224	\$2,098
5418	Advertising, PR, and Related Services	39	208	\$1,121	41	212	\$1,157	38	211	\$1,192
5419	Other Professional and Technical Services	91	1,031	\$1,075	94	1,060	\$1,059	96	1,096	\$1,134
<b>55</b>	<b>Management of Companies/Enterprises</b>	<b>118</b>	<b>1,932</b>	<b>\$3,183</b>	<b>115</b>	<b>1,893</b>	<b>\$3,152</b>	<b>112</b>	<b>2,096</b>	<b>\$2,432</b>
551	Management of Companies/Enterprises	118	1,932	\$3,183	115	1,893	\$3,152	112	2,096	\$2,432
<b>56</b>	<b>Administrative and Waste Services</b>	<b>746</b>	<b>10,031</b>	<b>\$984</b>	<b>757</b>	<b>10,066</b>	<b>\$1,043</b>	<b>745</b>	<b>9,326</b>	<b>\$1,069</b>
561	Administrative and Support Services	687	9,316	\$962	699	9,330	\$1,022	682	8,528	\$1,041
5611	Office Administrative Services	124	1,110	\$1,984	137	1,238	\$1,962	135	1,076	\$1,941
5612	Facilities Support Services	n	n	n	n	n	n	n	n	n
5613	Employment Services	108	3,672	\$917	114	3,650	\$975	112	3,131	\$1,013
5614	Business Support Services	44	1,148	\$831	44	1,105	\$901	48	1,074	\$974
5615	Travel Arrangement and Reservation Services	38	247	\$1,291	32	216	\$1,378	23	197	\$1,324
5616	Investigation and Security Services	31	851	\$944	29	838	\$979	30	766	\$988
5617	Services to Buildings and Dwellings	323	2,043	\$571	324	2,014	\$623	311	2,017	\$675
5619	Other Support Services	n	n	n	n	n	n	n	n	n
562	Waste Management and Remediation Services	59	715	\$1,267	58	736	\$1,309	63	798	\$1,369
<b>61</b>	<b>Educational Services</b>	<b>133</b>	<b>2,736</b>	<b>\$821</b>	<b>135</b>	<b>2,871</b>	<b>\$822</b>	<b>139</b>	<b>2,926</b>	<b>\$837</b>
611	Educational Services	133	2,736	\$821	135	2,871	\$822	139	2,926	\$837
<b>62</b>	<b>Health Care and Social Assistance</b>	<b>845</b>	<b>16,401</b>	<b>\$939</b>	<b>844</b>	<b>16,617</b>	<b>\$980</b>	<b>866</b>	<b>16,832</b>	<b>\$1,030</b>
621	Ambulatory Health Care Services	590	6,640	\$1,268	592	6,835	\$1,318	611	7,029	\$1,362
622	Hospitals	11	3,862	\$1,041	8	3,953	\$1,070	8	4,028	\$1,121
623	Nursing and Residential Care Facilities	47	2,535	\$621	48	2,478	\$645	50	2,536	\$706
624	Social Assistance	197	3,365	\$411	196	3,350	\$431	197	3,238	\$448
<b>71</b>	<b>Arts, Entertainment, and Recreation</b>	<b>184</b>	<b>3,050</b>	<b>\$424</b>	<b>180</b>	<b>3,022</b>	<b>\$448</b>	<b>193</b>	<b>3,191</b>	<b>\$458</b>
711	Performing Arts and Spectator Sports	35	330	\$662	40	310	\$798	43	334	\$678
712	Museums, Historic Sites, Zoos, and Parks	12	152	\$369	12	153	\$373	12	165	\$384
713	Gambling, Recreation, Amusement Industries	138	2,568	\$397	129	2,559	\$411	138	2,693	\$436
<b>72</b>	<b>Accommodation and Food Services</b>	<b>824</b>	<b>14,364</b>	<b>\$399</b>	<b>824</b>	<b>14,680</b>	<b>\$415</b>	<b>841</b>	<b>15,389</b>	<b>\$432</b>
721	Accommodation	71	1,527	\$455	71	1,572	\$523	73	1,675	\$547
722	Food Services and Drinking Places	753	12,837	\$392	754	13,107	\$402	768	13,715	\$419
<b>81</b>	<b>Other Services Except Public Admin</b>	<b>843</b>	<b>4,304</b>	<b>\$683</b>	<b>849</b>	<b>4,380</b>	<b>\$710</b>	<b>882</b>	<b>4,475</b>	<b>\$738</b>
811	Repair and Maintenance	313	1,609	\$956	321	1,628	\$992	322	1,626	\$1,017
812	Personal and Laundry Services	293	1,744	\$475	304	1,817	\$487	319	1,850	\$511
813	Membership Associations and Organizations	108	774	\$628	98	767	\$675	100	820	\$735
814	Private Households	129	177	\$485	126	168	\$549	141	179	\$572
<b>99</b>	<b>Unclassified Establishments</b>	<b>17</b>	<b>27</b>	<b>\$995</b>	<b>22</b>	<b>60</b>	<b>\$1,033</b>	<b>24</b>	<b>83</b>	<b>\$1,028</b>
999	Unclassified Establishments	17	27	\$995	22	60	\$1,033	24	83	\$1,028
<b>Total Government</b>		<b>299</b>	<b>14,084</b>	<b>\$934</b>	<b>299</b>	<b>14,111</b>	<b>\$952</b>	<b>299</b>	<b>14,292</b>	<b>\$969</b>
	Federal Government	64	1,051	\$1,305	65	1,040	\$1,335	64	1,078	\$1,387
	State Government	90	1,329	\$661	90	1,291	\$690	91	1,304	\$680
	Local Government	146	11,703	\$932	144	11,781	\$947	144	11,910	\$963

Source: NH Economic and Labor Market Information Bureau  
n= data does not meet disclosure standards

# Table C-2: Employment and Wages for State of NH

		State of NH - 2017					State of NH - 2018				
NAICS Code	Industry	Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of emplymt	Rock. Co. share of emplymt	Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of emplymt	Rock. Co. share of emplymt
<b>ALL</b>	<b>Total, Private plus Government</b>	<b>47,352</b>	<b>653,496</b>	<b>\$1,060</b>	<b>30.9%</b>	<b>22.8%</b>	<b>48,086</b>	<b>658,816</b>	<b>\$1,092</b>	<b>31.0%</b>	<b>22.7%</b>
	Total Private	45,318	569,023	\$1,074	31.8%	23.7%	46,065	574,044	\$1,106	31.9%	23.6%
<b>101</b>	<b>Goods-Producing Industries</b>	<b>6,233</b>	<b>97,995</b>	<b>\$1,294</b>	<b>34.2%</b>	<b>22.8%</b>	<b>6,370</b>	<b>100,089</b>	<b>\$1,318</b>	<b>34.3%</b>	<b>22.9%</b>
<b>11</b>	<b>Agriculture/Forestry/Fishing</b>	<b>261</b>	<b>2,011</b>	<b>\$697</b>	<b>9.1%</b>	<b>12.9%</b>	<b>258</b>	<b>2,054</b>	<b>\$698</b>	<b>9.4%</b>	<b>13.4%</b>
111	Crop Production	84	954	\$548	13.0%	19.9%	88	1,002	\$566	13.8%	20.2%
112	Animal Production	48	487	\$601	n	3.3%	48	474	\$635	n	4.0%
113	Forestry and Logging	92	412	\$879	11.7%	3.6%	85	423	\$898	10.9%	n
114	Fishing, Hunting, and Trapping	n	n	n	n	n	n	n	n	n	n
115	Agriculture and Forestry Support Activities	n	n	n	n	n	n	n	n	n	n
<b>21</b>	<b>Mining</b>	<b>61</b>	<b>549</b>	<b>\$1,214</b>	<b>9.1%</b>	<b>22.8%</b>	<b>60</b>	<b>565</b>	<b>\$1,215</b>	<b>9.7%</b>	<b>20.0%</b>
211	Oil and Gas Extraction	0	0	\$0	0.0%	0.0%	0	0	\$0	0.0%	0.0%
212	Mining (except Oil and Gas)	54	456	\$1,205	11.0%	n	53	463	\$1,206	11.9%	n
213	Support Activities for Mining	8	92	\$1,256	0.0%	n	8	102	\$1,256	0.0%	n
<b>23</b>	<b>Construction</b>	<b>3,954</b>	<b>26,465</b>	<b>\$1,183</b>	<b>29.2%</b>	<b>25.7%</b>	<b>4,088</b>	<b>26,888</b>	<b>\$1,205</b>	<b>28.8%</b>	<b>25.9%</b>
236	Construction of Buildings	1,009	5,798	\$1,251	28.9%	21.5%	1,041	5,739	\$1,250	29.3%	21.9%
237	Heavy and Civil Engineering Construction	199	3,409	\$1,495	10.9%	37.4%	205	3,449	\$1,561	11.5%	36.9%
238	Specialty Trade Contractors	2,746	17,258	\$1,098	32.9%	24.7%	2,842	17,701	\$1,121	32.0%	25.1%
<b>31-33</b>	<b>Manufacturing</b>	<b>1,957</b>	<b>68,971</b>	<b>\$1,355</b>	<b>37.0%</b>	<b>22.0%</b>	<b>1,964</b>	<b>70,582</b>	<b>\$1,379</b>	<b>37.3%</b>	<b>22.1%</b>
311	Food Manufacturing	121	2,665	\$1,148	18.8%	53.8%	122	2,758	\$1,113	19.5%	52.6%
312	Beverage and Tobacco Product Manufacturing	54	1,019	\$1,045	44.5%	44.9%	66	1,123	\$1,029	41.0%	43.0%
313	Textile Mills	23	1,950	\$1,279	30.7%	26.4%	22	1,900	\$1,304	30.4%	n
314	Textile Product Mills	39	235	\$762	44.7%	11.5%	40	238	\$798	45.4%	n
315	Apparel Manufacturing	15	463	\$1,072	n	n	13	458	\$904	n	n
316	Leather and Allied Product Manufacturing	12	203	\$839	3.9%	n	12	194	\$874	4.6%	n
321	Wood Product Manufacturing	96	1,730	\$980	11.6%	10.9%	95	1,658	\$972	12.1%	10.8%
322	Paper Manufacturing	23	829	\$1,264	50.1%	11.0%	23	816	\$1,301	51.1%	9.9%
323	Printing and Related Support Activities	157	2,410	\$995	27.3%	17.6%	162	2,396	\$1,078	27.7%	19.6%
324	Petroleum and Coal Products Manufacturing	15	251	\$1,459	n	65.7%	15	254	\$1,525	n	66.9%
325	Chemical Manufacturing	59	2,093	\$1,541	17.2%	58.8%	61	2,283	\$1,588	16.3%	58.9%
326	Plastics and Rubber Products Manufacturing	95	5,538	\$1,118	35.6%	24.1%	94	5,556	\$1,075	35.9%	23.1%
327	Nonmetallic Mineral Product Manufacturing	98	2,028	\$1,182	19.7%	46.0%	96	1,976	\$1,199	20.1%	45.8%
331	Primary Metal Manufacturing	33	2,311	\$1,122	53.7%	10.3%	34	2,351	\$1,208	55.3%	10.9%
332	Fabricated Metal Product Manufacturing	381	11,666	\$1,145	27.8%	23.3%	384	11,805	\$1,170	28.0%	23.5%
333	Machinery Manufacturing	154	6,727	\$1,466	15.3%	19.3%	153	6,935	\$1,499	14.7%	21.3%
334	Computer and Electronic Product Manufacturing	260	15,191	\$1,851	72.5%	12.3%	255	16,087	\$1,881	72.1%	12.2%
335	Electrical Equipment/Appliances Manufacturing	59	4,176	\$1,310	29.2%	27.7%	59	4,113	\$1,336	29.1%	27.1%
336	Transportation Equipment Manufacturing	44	2,317	\$1,341	3.2%	7.9%	46	2,460	\$1,380	2.6%	7.0%
337	Furniture and Related Product Manufacturing	68	1,012	\$934	10.1%	31.8%	62	935	\$964	7.5%	32.1%
339	Miscellaneous Manufacturing	153	4,157	\$1,259	46.2%	14.8%	152	4,284	\$1,205	46.5%	14.6%
<b>102</b>	<b>Service-Providing Industries</b>	<b>39,085</b>	<b>471,029</b>	<b>\$1,028</b>	<b>31.3%</b>	<b>23.9%</b>	<b>39,694</b>	<b>473,955</b>	<b>\$1,062</b>	<b>31.3%</b>	<b>23.8%</b>
<b>22</b>	<b>Utilities</b>	<b>96</b>	<b>2,089</b>	<b>\$2,140</b>	<b>11.4%</b>	<b>39.0%</b>	<b>94</b>	<b>2,028</b>	<b>\$2,245</b>	<b>12.5%</b>	<b>37.8%</b>
221	Utilities	96	2,089	\$2,140	11.4%	39.0%	94	2,028	\$2,245	12.5%	37.8%
<b>42</b>	<b>Wholesale Trade</b>	<b>4,948</b>	<b>28,005</b>	<b>\$1,762</b>	<b>26.5%</b>	<b>24.3%</b>	<b>4,931</b>	<b>28,089</b>	<b>\$1,805</b>	<b>26.0%</b>	<b>24.8%</b>
423	Merchant Wholesalers, Durable Goods	971	10,894	\$1,574	39.7%	29.9%	1,242	11,563	\$1,645	38.5%	29.1%
424	Merchant Wholesalers, Nondurable Goods	412	7,570	\$1,219	18.7%	25.7%	497	7,779	\$1,263	18.8%	26.3%
425	Electronic Markets and Agents and Brokers	3,564	9,541	\$2,409	17.7%	16.7%	3,192	8,747	\$2,498	15.8%	17.9%
<b>44-45</b>	<b>Retail Trade</b>	<b>5,798</b>	<b>95,470</b>	<b>\$608</b>	<b>29.3%</b>	<b>27.0%</b>	<b>5,732</b>	<b>94,410</b>	<b>\$631</b>	<b>29.3%</b>	<b>26.7%</b>
441	Motor Vehicle and Parts Dealers	776	12,462	\$1,030	32.1%	21.9%	767	12,590	\$1,041	31.7%	21.7%
442	Furniture and Home Furnishings Stores	309	2,575	\$701	33.6%	28.3%	298	2,674	\$702	33.9%	29.9%
443	Electronics and Appliance Stores	256	3,265	\$1,292	44.2%	33.8%	248	3,087	\$1,307	38.9%	38.1%
444	Building Material and Garden Supply Stores	498	9,430	\$672	23.4%	29.6%	502	9,673	\$678	22.8%	29.5%
445	Food and Beverage Stores	574	22,036	\$388	28.3%	28.3%	572	21,730	\$404	28.4%	28.0%
446	Health and Personal Care Stores	447	4,301	\$703	32.1%	28.7%	444	4,242	\$716	32.4%	28.3%
447	Gasoline Stations	544	4,465	\$431	18.2%	21.9%	561	4,438	\$446	18.3%	20.7%
448	Clothing and Clothing Accessories Stores	633	6,396	\$386	42.6%	27.4%	611	6,103	\$407	43.1%	27.8%
451	Sporting Goods, Hobby, Book, and Music Stores	401	4,387	\$389	29.4%	26.1%	380	4,137	\$404	29.1%	24.9%
452	General Merchandise Stores	282	15,151	\$443	24.1%	29.9%	286	14,691	\$458	24.6%	29.5%
453	Miscellaneous Store Retailers	710	5,490	\$463	33.2%	33.2%	684	5,461	\$473	33.0%	33.1%
454	Nonstore Retailers	370	5,512	\$1,083	28.6%	13.7%	382	5,585	\$1,210	32.0%	11.0%
<b>48-49</b>	<b>Transportation and Warehousing</b>	<b>854</b>	<b>14,291</b>	<b>\$846</b>	<b>26.8%</b>	<b>35.5%</b>	<b>855</b>	<b>14,622</b>	<b>\$889</b>	<b>26.2%</b>	<b>34.9%</b>
481	Air Transportation	35	510	\$1,336	51.4%	39.8%	34	504	\$1,384	51.2%	40.9%
484	Truck Transportation	364	3,070	\$1,033	24.8%	31.3%	362	3,110	\$1,077	23.9%	31.3%
485	Transit and Ground Passenger Transportation	137	3,611	\$509	24.3%	33.6%	138	3,545	\$534	24.2%	34.2%
486	Pipeline Transportation	n	n	n	n	n	n	n	n	n	n
487	Scenic and Sightseeing Transportation	20	295	\$573	0.0%	n	18	296	\$534	0.0%	n
488	Support Activities for Transportation	123	1,286	\$1,011	21.8%	40.4%	126	1,413	\$1,079	n	38.8%
491	Postal Service	4	31	\$818	0.0%	0.0%	3	38	\$855	0.0%	0.0%
492	Couriers and Messengers	94	2,788	\$840	38.8%	27.2%	94	2,914	\$861	n	26.4%
493	Warehousing and Storage	74	2,695	\$947	21.3%	50.2%	78	2,795	\$1,011	20.5%	47.7%

Source: NH Economic and Labor Market Information Bureau  
n= data does not meet disclosure standards

# Table C-2: Employment and Wages for State of NH Continued

NAICS Code Industry		State of NH - 2017					State of NH - 2018				
		Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of emplymt	Rock. Co. share of emplymt	Units	Average Annual Empl.	Average Weekly Wage	Hills. Co. share of emplymt	Rock. Co. share of emplymt
<b>51</b>	<b>Information</b>	<b>754</b>	<b>12,553</b>	<b>\$1,695</b>	<b>44.8%</b>	<b>25.0%</b>	<b>818</b>	<b>12,351</b>	<b>\$1,800</b>	<b>49.4%</b>	<b>21.8%</b>
511	Publishing Industries (except Internet)	262	4,929	\$2,013	43.9%	30.4%	300	4,988	\$2,163	42.8%	31.5%
512	Motion Picture and Sound Recording	72	1,012	\$579	54.9%	13.7%	74	963	\$647	56.2%	13.8%
515	Broadcasting (except Internet)	48	651	\$1,083	36.1%	6.8%	46	624	\$1,105	35.4%	5.3%
517	Telecommunications	134	3,924	\$1,618	53.1%	21.3%	150	3,862	\$1,678	67.8%	13.1%
518	Data Processing and Related Services	94	1,549	\$1,992	32.5%	34.7%	102	1,422	\$2,110	35.3%	26.7%
519	Other Information Services	144	488	\$1,283	18.0%	17.0%	146	492	\$1,324	17.3%	14.8%
<b>52</b>	<b>Finance and Insurance</b>	<b>2,177</b>	<b>26,846</b>	<b>\$1,943</b>	<b>38.3%</b>	<b>19.6%</b>	<b>2,207</b>	<b>26,348</b>	<b>\$2,032</b>	<b>37.4%</b>	<b>20.2%</b>
522	Credit Intermediation and Related Activities	780	8,016	\$1,369	n	27.1%	784	8,028	\$1,391	n	27.8%
523	Financial Investment and Related Activities	584	6,709	\$3,291	77.6%	n	593	6,413	\$3,475	75.5%	n
524	Insurance Carriers and Related Activities	794	12,089	\$1,578	24.3%	19.4%	811	11,871	\$1,688	24.7%	19.5%
525	Funds, Trusts, and Other Financial Vehicles	19	32	\$1,477	n	n	20	35	\$1,256	n	n
<b>53</b>	<b>Real Estate and Rental and Leasing</b>	<b>1,363</b>	<b>7,070</b>	<b>\$1,023</b>	<b>35.1%</b>	<b>23.9%</b>	<b>1,360</b>	<b>7,138</b>	<b>\$1,059</b>	<b>34.8%</b>	<b>24.2%</b>
531	Real Estate	1,100	4,906	\$997	35.3%	23.8%	1,094	4,956	\$1,014	35.1%	23.6%
532	Rental and Leasing Services	255	2,141	\$1,068	n	n	256	2,155	\$1,139	n	n
533	Lessors of Nonfinancial Intangible Assets	8	23	\$2,521	n	n	10	27	\$3,105	n	n
<b>54</b>	<b>Professional and Technical Services</b>	<b>6,072</b>	<b>37,492</b>	<b>\$1,807</b>	<b>32.7%</b>	<b>27.7%</b>	<b>6,308</b>	<b>37,878</b>	<b>\$1,881</b>	<b>32.6%</b>	<b>27.5%</b>
541	Professional and Technical Services	6,072	37,492	\$1,807	32.7%	27.7%	6,308	37,878	\$1,881	32.6%	27.5%
5411	Legal Services	685	3,889	\$1,603	42.5%	18.2%	697	3,897	\$1,650	42.5%	17.9%
5412	Accounting and Bookkeeping Services	634	4,033	\$1,510	43.9%	26.3%	647	3,984	\$1,513	44.3%	26.7%
5413	Architectural and Engineering Services	744	6,213	\$1,741	32.1%	36.0%	766	6,413	\$1,841	31.3%	36.1%
5414	Specialized Design Services	115	484	\$1,268	39.5%	37.2%	105	428	\$1,234	32.2%	45.8%
5415	Computer Systems Design and Related Services	1,984	11,997	\$2,235	30.0%	29.1%	2,065	11,901	\$2,336	30.1%	27.4%
5416	Management and Technical Consulting Services	1,105	4,281	\$1,957	26.2%	28.2%	1,201	4,548	\$2,042	24.9%	30.0%
5417	Scientific Research and Development Services	155	1,800	\$2,389	33.4%	13.5%	166	1,866	\$2,401	35.9%	12.0%
5418	Advertising, PR, and Related Services	221	1,622	\$867	37.9%	13.1%	219	1,596	\$948	39.8%	13.2%
5419	Other Professional and Technical Services	431	3,173	\$980	22.3%	33.4%	442	3,245	\$1,043	23.1%	33.8%
<b>55</b>	<b>Management of Companies/Enterprises</b>	<b>548</b>	<b>8,942</b>	<b>\$2,103</b>	<b>37.6%</b>	<b>21.2%</b>	<b>555</b>	<b>9,144</b>	<b>\$1,966</b>	<b>36.2%</b>	<b>22.9%</b>
551	Management of Companies/Enterprises	548	8,942	\$2,103	37.6%	21.2%	555	9,144	\$1,966	36.2%	22.9%
<b>56</b>	<b>Administrative and Waste Services</b>	<b>3,848</b>	<b>35,330</b>	<b>\$914</b>	<b>33.4%</b>	<b>28.5%</b>	<b>3,973</b>	<b>35,812</b>	<b>\$955</b>	<b>34.0%</b>	<b>26.0%</b>
561	Administrative and Support Services	3,655	33,439	\$902	34.6%	27.9%	3,765	33,787	\$942	35.4%	25.2%
5611	Office Administrative Services	886	4,264	\$1,862	25.8%	29.0%	893	4,344	\$1,825	24.7%	24.8%
5612	Facilities Support Services	71	760	\$499	n	n	n	n	n	n	n
5613	Employment Services	714	12,128	\$820	36.7%	30.1%	748	11,793	\$878	38.2%	26.5%
5614	Business Support Services	268	2,803	\$920	29.1%	39.4%	280	3,044	\$1,060	33.4%	35.3%
5615	Travel Arrangement and Reservation Services	129	828	\$1,073	27.7%	26.1%	110	840	\$1,074	27.1%	23.5%
5616	Investigation and Security Services	152	2,245	\$910	41.3%	37.3%	152	2,242	\$946	44.8%	34.2%
5617	Services to Buildings and Dwellings	1,363	9,492	\$604	38.1%	21.2%	1,430	9,839	\$631	37.7%	20.5%
5619	Other Support Services	72	919	\$717	n	n	n	n	n	n	n
562	Waste Management and Remediation Services	193	1,891	\$1,118	11.7%	38.9%	208	2,025	\$1,169	11.7%	39.4%
<b>61</b>	<b>Educational Services</b>	<b>757</b>	<b>20,015</b>	<b>\$1,041</b>	<b>33.0%</b>	<b>14.3%</b>	<b>797</b>	<b>20,183</b>	<b>\$1,075</b>	<b>33.1%</b>	<b>14.5%</b>
611	Educational Services	757	20,015	\$1,041	33.0%	14.3%	797	20,183	\$1,075	33.1%	14.5%
<b>62</b>	<b>Health Care and Social Assistance</b>	<b>3,669</b>	<b>91,200</b>	<b>\$1,052</b>	<b>32.6%</b>	<b>18.2%</b>	<b>3,710</b>	<b>92,385</b>	<b>\$1,085</b>	<b>33.1%</b>	<b>18.2%</b>
621	Ambulatory Health Care Services	2,319	32,547	\$1,436	31.8%	21.0%	2,351	33,453	\$1,471	32.0%	21.0%
622	Hospitals	44	29,105	\$1,127	32.5%	13.6%	45	29,258	\$1,154	33.1%	13.8%
623	Nursing and Residential Care Facilities	336	14,364	\$658	37.5%	17.3%	346	14,219	\$695	37.2%	17.8%
624	Social Assistance	971	15,184	\$456	29.7%	22.1%	968	15,454	\$475	31.5%	21.0%
<b>71</b>	<b>Arts, Entertainment, and Recreation</b>	<b>760</b>	<b>11,777</b>	<b>\$426</b>	<b>24.4%</b>	<b>25.7%</b>	<b>787</b>	<b>12,296</b>	<b>\$443</b>	<b>25.3%</b>	<b>26.0%</b>
711	Performing Arts and Spectator Sports	168	1,473	\$632	23.5%	21.0%	176	1,483	\$696	26.6%	22.5%
712	Museums, Historic Sites, Zoos, and Parks	62	577	\$434	23.2%	26.5%	65	607	\$443	22.6%	27.2%
713	Gambling, Recreation, Amusement Industries	530	9,728	\$394	24.6%	26.3%	546	10,206	\$407	25.2%	26.4%
<b>72</b>	<b>Accommodation and Food Services</b>	<b>3,477</b>	<b>58,951</b>	<b>\$401</b>	<b>27.1%</b>	<b>24.9%</b>	<b>3,522</b>	<b>59,676</b>	<b>\$418</b>	<b>26.6%</b>	<b>25.8%</b>
721	Accommodation	526	9,537	\$476	13.3%	16.5%	527	9,527	\$495	13.8%	17.6%
722	Food Services and Drinking Places	2,951	49,414	\$386	29.7%	26.5%	2,995	50,149	\$403	29.0%	27.3%
<b>81</b>	<b>Other Services Except Public Admin</b>	<b>3,686</b>	<b>20,497</b>	<b>\$705</b>	<b>33.3%</b>	<b>21.4%</b>	<b>3,747</b>	<b>20,989</b>	<b>\$729</b>	<b>33.0%</b>	<b>21.3%</b>
811	Repair and Maintenance	1,363	6,858	\$993	30.9%	23.7%	1,380	6,984	\$1,020	30.7%	23.3%
812	Personal and Laundry Services	1,042	7,011	\$521	39.0%	25.9%	1,064	7,184	\$543	38.6%	25.8%
813	Membership Associations and Organizations	714	5,808	\$607	30.7%	13.2%	737	6,008	\$637	30.5%	13.6%
814	Private Households	568	820	\$550	22.0%	20.5%	566	813	\$569	22.4%	22.0%
<b>99</b>	<b>Unclassified Establishments</b>	<b>280</b>	<b>503</b>	<b>\$1,769</b>	<b>12.3%</b>	<b>11.9%</b>	<b>300</b>	<b>608</b>	<b>\$1,736</b>	<b>13.7%</b>	<b>13.7%</b>
999	Unclassified Establishments	280	503	\$1,769	12.3%	11.9%	300	608	\$1,736	13.7%	13.7%
<b>Total Government</b>		<b>2,034</b>	<b>84,473</b>	<b>\$968</b>	<b>24.7%</b>	<b>16.7%</b>	<b>2,022</b>	<b>84,772</b>	<b>\$994</b>	<b>24.9%</b>	<b>16.9%</b>
Federal Government		390	7,595	\$1,500	51.7%	13.7%	388	7,763	\$1,567	52.1%	13.9%
State Government		843	20,567	\$1,018	8.5%	6.3%	835	20,350	\$1,048	8.4%	6.4%
Local Government		801	56,312	\$878	27.0%	20.9%	798	56,659	\$896	27.0%	21.0%

Source: NH Economic and Labor Market Information Bureau  
n= data does not meet disclosure standards

# Table C-3: Employers, Employment, and Wages by Community

Area	2017			2018			# Change: 2017-2018			% Change: 2017-2018		
	Estab- lishments	Avg. Annl. Employ- ment	Average Weekly Wage	Estab- lishments	Avg. Annl. Employ- ment	Average Weekly Wage	Estab- lishments	Avg. Annl. Employ- ment	Average Weekly Wage	Estab- lishments	Avg. Annl. Employ- ment	Average Weekly Wage
East Kingston	39	232	\$790	37	237	\$817	-2	5	\$27	-5.1%	2.2%	3.5%
Exeter	571	10,645	\$1,145	592	10,951	\$1,173	21	306	\$28	3.7%	2.9%	2.5%
Greenland	177	1,937	\$1,056	180	1,963	\$1,055	3	26	-\$1	1.7%	1.3%	-0.1%
Hampton	533	5,693	\$1,037	542	5,846	\$1,064	9	153	\$26	1.7%	2.7%	2.5%
Hampton Falls	88	591	\$744	85	567	\$803	-3	-24	\$59	-3.4%	-4.1%	8.0%
Kensington	48	354	\$883	45	317	\$989	-3	-37	\$106	-6.3%	-10.5%	12.1%
New Castle	n	n	n	26	355	\$702	n/a	n/a	n/a	n/a	n/a	n/a
Newfields	n	n	n	63	706	\$898	n/a	n/a	n/a	n/a	n/a	n/a
Newington	204	5,796	\$1,157	203	5,575	\$1,196	-1	-221	\$39	-0.5%	-3.8%	3.4%
Newmarket	170	1,524	\$878	172	1,545	\$909	2	21	\$31	1.2%	1.4%	3.5%
North Hampton	265	2,262	\$1,583	256	2,303	\$973	-9	41	-\$610	-3.4%	1.8%	-38.5%
Portsmouth	1,872	33,188	\$1,237	1,909	33,104	\$1,312	37	-84	\$75	2.0%	-0.3%	6.0%
Rye	149	1,295	\$946	146	1,329	\$966	-3	34	\$19	-2.0%	2.6%	2.1%
Seabrook	343	6,818	\$1,014	343	6,790	\$1,027	0	-28	\$13	0.0%	-0.4%	1.3%
South Hampton	30	149	\$711	30	146	\$747	0	-3	\$36	0.0%	-2.0%	5.0%
Stratham	268	4,458	\$1,055	267	4,548	\$1,073	-1	90	\$18	-0.4%	2.0%	1.8%
<b>CEDS Eastern Communities</b>	<b>4,757</b>	<b>74,942</b>	<b>\$1,017</b>	<b>4,896</b>	<b>76,282</b>	<b>\$981</b>	<b>139</b>	<b>1,340</b>	<b>-\$35</b>	<b>2.9%</b>	<b>1.8%</b>	<b>-3.5%</b>
Atkinson	131	1,296	\$971	127	1,237	\$994	-4	-59	\$23	-3.1%	-4.6%	2.4%
Auburn	135	1,699	\$1,198	137	1,677	\$1,291	2	-22	\$93	1.5%	-1.3%	7.8%
Brentwood	155	1,902	\$954	155	2,103	\$962	0	201	\$8	0.0%	10.6%	0.8%
Candia	106	802	\$896	104	840	\$901	-2	38	\$5	-1.9%	4.7%	0.6%
Chester	74	399	\$911	77	427	\$912	3	28	\$1	4.1%	7.0%	0.1%
Danville	43	171	\$753	43	178	\$762	0	7	\$9	0.0%	4.1%	1.2%
Deerfield	83	503	\$727	88	581	\$741	5	78	\$14	6.0%	15.5%	1.9%
Epping	215	3,513	\$650	220	3,335	\$644	5	-178	-\$5	2.3%	-5.1%	-0.8%
Fremont	71	564	\$730	71	574	\$762	0	10	\$32	0.0%	1.8%	4.4%
Hampstead	249	2,246	\$786	255	2,272	\$813	6	26	\$27	2.4%	1.2%	3.4%
Kingston	175	1,712	\$793	178	1,674	\$830	3	-38	\$38	1.7%	-2.2%	4.8%
Newton	66	499	\$1,040	65	508	\$1,073	-1	9	\$33	-1.5%	1.8%	3.2%
Northwood	96	1,046	\$746	99	1,053	\$737	3	7	-\$9	3.1%	0.7%	-1.2%
Nottingham	54	342	\$1,006	61	352	\$933	7	10	-\$73	13.0%	2.9%	-7.3%
Plaistow	339	4,842	\$748	338	4,926	\$779	-1	84	\$30	-0.3%	1.7%	4.1%
Raymond	188	3,138	\$886	184	3,055	\$933	-4	-83	\$46	-2.1%	-2.6%	5.2%
Sandown	59	273	\$721	62	279	\$731	3	6	\$11	5.1%	2.2%	1.5%
<b>CEDS Central Communities</b>	<b>2,239</b>	<b>24,947</b>	<b>\$854</b>	<b>2,264</b>	<b>25,071</b>	<b>\$871</b>	<b>25</b>	<b>124</b>	<b>\$17</b>	<b>1.1%</b>	<b>0.5%</b>	<b>1.9%</b>
Derry	657	8,371	\$827	658	8,520	\$848	1	149	\$21	0.2%	1.8%	2.5%
Hudson	630	10,496	\$1,138	650	11,440	\$1,170	20	944	\$31	3.2%	9.0%	2.7%
Litchfield	99	964	\$914	99	919	\$885	0	-45	-\$29	0.0%	-4.7%	-3.2%
Londonderry	793	13,951	\$1,004	790	14,407	\$1,046	-3	456	\$42	-0.4%	3.3%	4.2%
Merrimack	781	17,869	\$1,828	768	17,562	\$1,866	-13	-307	\$38	-1.7%	-1.7%	2.1%
Nashua	2,706	50,912	\$1,150	2,694	51,109	\$1,190	-12	197	\$39	-0.4%	0.4%	3.4%
Pelham	131	1,296	\$971	285	2,539	\$929	154	1,243	-\$42	117.6%	95.9%	-4.3%
Salem	1,283	22,009	\$1,002	1,284	21,751	\$1,020	1	-258	\$18	0.1%	-1.2%	1.8%
Windham	389	3,748	\$1,013	395	3,790	\$1,100	6	42	\$87	1.5%	1.1%	8.6%
<b>CEDS Western Communities</b>	<b>7,469</b>	<b>129,616</b>	<b>\$1,094</b>	<b>7,623</b>	<b>132,037</b>	<b>\$1,117</b>	<b>154</b>	<b>2,421</b>	<b>\$23</b>	<b>2.1%</b>	<b>1.9%</b>	<b>2.1%</b>
<b>REDC CEDS Region</b>	<b>14,465</b>	<b>229,505</b>	<b>\$965</b>	<b>14,783</b>	<b>233,390</b>	<b>\$966</b>	<b>318</b>	<b>3,885</b>	<b>\$1</b>	<b>2.2%</b>	<b>1.7%</b>	<b>0.1%</b>
<b>Hillsborough County</b>	<b>11,354</b>	<b>201,740</b>	<b>\$1,148</b>	<b>11,421</b>	<b>203,961</b>	<b>\$1,182</b>	<b>67</b>	<b>2,221</b>	<b>\$34</b>	<b>0.6%</b>	<b>1.1%</b>	<b>3.0%</b>
<b>Rockingham County</b>	<b>10,203</b>	<b>149,059</b>	<b>\$1,041</b>	<b>10,283</b>	<b>149,817</b>	<b>\$1,069</b>	<b>80</b>	<b>758</b>	<b>\$28</b>	<b>0.8%</b>	<b>0.5%</b>	<b>2.7%</b>
<b>New Hampshire</b>	<b>47,352</b>	<b>653,496</b>	<b>\$1,060</b>	<b>48,086</b>	<b>658,816</b>	<b>\$1,092</b>	<b>734</b>	<b>5,320</b>	<b>\$32</b>	<b>1.6%</b>	<b>0.8%</b>	<b>3.0%</b>

Source: NH Dept. of Employment Security, Labor Market Information Bureau

Note: These figures represent employers located within the region and not employees who reside within the region.

# Table C-4: Current and Historic Unemployment Data

Area	Annual Unemployment Rate -- Not Seasonally Adjusted											10-yr change from 2009 to 2019	5-yr change from 2014 to 2019	1-yr change from 2018 to 2019
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019			
East Kingston	6.0%	5.2%	4.8%	5.0%	5.6%	4.4%	3.0%	2.4%	2.8%	2.5%	2.4%	-3.6%	-2.0%	-0.1%
Exeter	6.3%	6.1%	5.7%	5.7%	5.1%	4.1%	3.2%	2.6%	2.6%	2.5%	2.4%	-3.9%	-1.7%	-0.1%
Greenland	5.0%	5.1%	5.0%	4.6%	4.3%	3.9%	3.0%	3.3%	2.2%	2.1%	2.5%	-2.5%	-1.4%	0.4%
Hampton	6.3%	6.0%	5.3%	5.8%	5.9%	5.3%	4.1%	2.7%	3.1%	3.1%	2.9%	-3.4%	-2.4%	-0.2%
Hampton Falls	5.8%	5.1%	5.2%	5.4%	6.1%	4.2%	3.1%	2.8%	2.7%	2.7%	2.3%	-3.5%	-1.9%	-0.4%
Kensington	6.4%	5.8%	5.3%	5.3%	5.3%	3.9%	2.7%	2.4%	2.5%	2.1%	2.8%	-3.6%	-1.1%	0.7%
New Castle	4.2%	4.2%	3.4%	4.0%	4.3%	3.2%	2.6%	2.4%	2.0%	2.0%	1.8%	-2.4%	-1.4%	-0.2%
Newfields	5.8%	6.0%	5.0%	5.1%	5.0%	3.4%	2.8%	2.5%	2.2%	2.2%	2.2%	-3.6%	-1.2%	0.0%
Newington	4.8%	5.4%	3.4%	5.2%	4.8%	3.8%	2.9%	2.4%	2.0%	1.9%	2.1%	-2.7%	-1.7%	0.2%
Newmarket	5.1%	5.2%	4.5%	4.5%	4.1%	3.5%	2.8%	2.4%	2.0%	2.0%	2.3%	-2.8%	-1.2%	0.3%
North Hampton	4.7%	4.9%	4.2%	5.1%	5.0%	4.1%	2.8%	2.8%	2.6%	2.3%	2.3%	-2.4%	-1.8%	0.0%
Portsmouth	5.2%	4.8%	4.3%	4.3%	4.1%	3.5%	2.4%	2.2%	2.1%	2.0%	2.0%	-3.2%	-1.5%	0.0%
Rye	5.4%	5.2%	4.9%	4.8%	5.0%	3.6%	2.8%	2.0%	2.0%	2.0%	2.0%	-3.4%	-1.6%	0.0%
Seabrook	9.3%	8.0%	7.3%	8.1%	7.9%	7.1%	5.5%	4.3%	4.1%	4.1%	3.8%	-5.5%	-3.3%	-0.3%
South Hampton	7.7%	4.9%	4.4%	6.5%	6.0%	4.4%	4.0%	3.6%	2.6%	2.9%	2.9%	-4.8%	-1.5%	0.0%
Stratham	5.0%	4.5%	4.6%	4.5%	4.5%	3.4%	2.6%	2.3%	2.2%	2.2%	2.2%	-2.8%	-1.2%	0.0%
<b>CEDS Eastern Communities</b>	<b>5.8%</b>	<b>5.4%</b>	<b>4.8%</b>	<b>5.2%</b>	<b>5.2%</b>	<b>4.1%</b>	<b>3.1%</b>	<b>2.7%</b>	<b>2.5%</b>	<b>2.4%</b>	<b>2.4%</b>	<b>-3.4%</b>	<b>-1.7%</b>	<b>0.0%</b>
Atkinson	7.3%	6.6%	6.2%	5.8%	5.9%	5.4%	4.1%	3.4%	3.2%	3.3%	3.1%	-4.2%	-2.3%	-0.2%
Auburn	5.4%	5.0%	4.6%	4.3%	4.0%	3.7%	2.9%	2.4%	2.5%	2.1%	2.2%	-3.2%	-1.5%	0.1%
Brentwood	6.8%	6.6%	6.1%	6.2%	5.4%	3.4%	2.6%	2.0%	2.4%	1.9%	2.3%	-4.5%	-1.1%	0.4%
Candia	4.9%	5.3%	4.3%	4.7%	4.5%	3.6%	3.0%	2.6%	2.1%	2.1%	1.8%	-3.1%	-1.8%	-0.3%
Chester	5.3%	5.7%	5.2%	5.1%	5.0%	4.3%	3.1%	2.7%	2.9%	2.6%	2.4%	-2.9%	-1.9%	-0.2%
Danville	8.1%	7.5%	7.2%	7.8%	6.7%	5.4%	4.2%	3.0%	3.0%	3.1%	3.0%	-5.1%	-2.4%	-0.1%
Deerfield	6.0%	5.9%	4.5%	5.5%	5.3%	4.0%	3.0%	2.5%	2.3%	2.0%	2.2%	-3.8%	-1.8%	0.2%
Epping	7.4%	7.2%	6.2%	6.9%	5.9%	4.4%	3.5%	2.9%	2.3%	2.3%	2.4%	-5.0%	-2.0%	0.1%
Fremont	7.0%	7.0%	5.8%	6.5%	5.7%	4.8%	3.7%	3.1%	2.8%	2.4%	2.6%	-4.4%	-2.2%	0.2%
Hampstead	7.4%	7.0%	6.1%	6.7%	6.3%	5.1%	4.0%	3.1%	3.3%	2.9%	3.0%	-4.4%	-2.1%	0.1%
Kingston	7.6%	7.5%	7.0%	7.6%	7.3%	5.9%	4.5%	3.5%	3.5%	3.4%	3.2%	-4.4%	-2.7%	-0.2%
Newton	7.5%	7.0%	6.8%	7.2%	6.0%	4.8%	3.9%	3.2%	3.3%	3.0%	2.1%	-5.4%	-2.7%	-0.9%
Northwood	6.8%	6.1%	6.0%	7.5%	5.0%	4.2%	3.4%	2.8%	2.3%	2.1%	2.4%	-4.4%	-1.8%	0.3%
Nottingham	5.6%	5.0%	4.3%	4.6%	4.5%	3.5%	2.7%	2.2%	2.3%	2.2%	2.1%	-3.5%	-1.4%	-0.1%
Plaistow	8.0%	7.4%	6.4%	7.5%	7.5%	6.5%	5.1%	4.2%	3.7%	3.8%	3.7%	-4.3%	-2.8%	-0.1%
Raymond	7.5%	7.0%	5.9%	5.9%	5.7%	4.8%	3.9%	3.2%	2.9%	3.0%	2.9%	-4.6%	-1.9%	-0.1%
Sandown	7.8%	7.2%	6.8%	6.9%	6.5%	5.2%	4.2%	3.3%	3.0%	2.8%	2.8%	-5.0%	-2.4%	0.0%
<b>CEDS Central Communities</b>	<b>6.8%</b>	<b>6.5%</b>	<b>5.8%</b>	<b>6.3%</b>	<b>5.7%</b>	<b>4.6%</b>	<b>3.6%</b>	<b>2.9%</b>	<b>2.8%</b>	<b>2.6%</b>	<b>2.6%</b>	<b>-4.2%</b>	<b>-2.0%</b>	<b>0.0%</b>
Derry	6.9%	7.0%	6.1%	6.5%	6.1%	5.1%	4.1%	3.5%	3.4%	3.2%	2.9%	-4.0%	-2.2%	-0.3%
Hudson	6.7%	6.6%	5.8%	6.1%	5.8%	5.2%	4.3%	3.4%	3.3%	3.2%	3.1%	-3.6%	-2.1%	-0.1%
Litchfield	5.7%	6.1%	5.4%	5.3%	5.1%	4.9%	3.9%	3.2%	3.0%	2.9%	2.5%	-3.2%	-2.4%	-0.4%
Londonderry	5.9%	5.9%	5.2%	5.6%	5.3%	4.5%	3.6%	2.8%	2.7%	2.8%	2.8%	-3.1%	-1.7%	0.0%
Merrimack	5.8%	5.7%	4.9%	5.0%	4.9%	4.0%	3.4%	2.9%	2.6%	2.5%	2.4%	-3.4%	-1.6%	-0.1%
Nashua	6.9%	6.7%	6.0%	6.2%	5.9%	5.1%	4.0%	3.3%	3.2%	2.9%	3.0%	-3.9%	-2.1%	0.1%
Pelham	8.2%	7.8%	7.1%	7.3%	7.2%	6.0%	4.7%	4.0%	3.7%	3.5%	3.2%	-5.0%	-2.8%	-0.3%
Salem	8.0%	8.2%	7.3%	8.1%	7.6%	5.5%	4.3%	3.5%	3.6%	3.3%	3.4%	-4.6%	-2.1%	0.1%
Windham	6.1%	5.5%	5.1%	5.1%	5.2%	4.7%	3.9%	3.0%	3.1%	2.9%	2.9%	-3.2%	-1.8%	0.0%
<b>CEDS Western Communities</b>	<b>6.7%</b>	<b>6.6%</b>	<b>5.9%</b>	<b>6.1%</b>	<b>5.9%</b>	<b>5.0%</b>	<b>4.0%</b>	<b>3.3%</b>	<b>3.2%</b>	<b>3.0%</b>	<b>2.9%</b>	<b>-3.8%</b>	<b>-2.1%</b>	<b>-0.1%</b>
<b>REDC CEDS Region</b>	<b>6.4%</b>	<b>6.1%</b>	<b>5.5%</b>	<b>5.9%</b>	<b>5.6%</b>	<b>4.5%</b>	<b>3.5%</b>	<b>2.9%</b>	<b>2.8%</b>	<b>2.6%</b>	<b>2.6%</b>	<b>-3.8%</b>	<b>-1.9%</b>	<b>0.0%</b>
<b>Hillsborough County</b>	<b>5.6%</b>	<b>6.3%</b>	<b>5.5%</b>	<b>5.7%</b>	<b>5.4%</b>	<b>4.5%</b>	<b>3.6%</b>	<b>3.0%</b>	<b>2.8%</b>	<b>2.6%</b>	<b>2.6%</b>	<b>-3.0%</b>	<b>-1.9%</b>	<b>0.0%</b>
<b>Rockingham County</b>	<b>6.6%</b>	<b>6.3%</b>	<b>5.7%</b>	<b>6.0%</b>	<b>5.7%</b>	<b>4.7%</b>	<b>3.6%</b>	<b>3.0%</b>	<b>2.9%</b>	<b>2.8%</b>	<b>2.7%</b>	<b>-3.9%</b>	<b>-2.0%</b>	<b>-0.1%</b>
<b>New Hampshire</b>	<b>6.2%</b>	<b>6.1%</b>	<b>5.4%</b>	<b>5.5%</b>	<b>5.3%</b>	<b>4.3%</b>	<b>3.4%</b>	<b>2.8%</b>	<b>2.7%</b>	<b>2.5%</b>	<b>2.5%</b>	<b>-3.7%</b>	<b>-1.8%</b>	<b>0.0%</b>

Source: NH Dept. Employ. Security - Economic & Labor Market Information Bureau

Note: Subregion and region values are the averages of the communities comprising the region.

# Table C-5: Employment and Weekly Wages

Area	Private Employers, 2017				Total Number of Employees, 2017				Private Employers, 2018				Total Number of Employees, 2018				Avg. Weekly Wage Total Private + Gov't	
	Private Goods- Producing	Private Service- Providing	Total		Private Goods- Producing	Private Service- Providing	Total Private + Gov't		Private Goods- Producing	Private Service- Providing	Total		Private Goods- Producing	Private Service- Providing	Total Private + Gov't		2017	2018
East Kingston	11	25	36		38	99	95	232	11	23	34		41	100	96	237	\$790	\$817
Exeter	62	493	555		1,308	8,360	976	10,645	63	513	576		1,349	8,616	986	10,951	\$1,145	\$1,173
Greenland	35	136	171		332	1,461	145	1,797	35	140	174		326	1,481	157	1,633	\$1,056	\$1,055
Hampton	55	460	515		965	3,739	990	5,693	59	466	524		1,020	3,814	1,012	5,846	\$1,037	\$1,064
Hampton Falls	11	74	85		70	425	97	591	13	70	82		72	399	96	567	\$744	\$803
Kensington	9	37	46		32	262	59	354	9	34	43		27	226	65	317	\$883	\$989
New Castle	n	n	n		n	n	49	n	n	n	22		n	n	48	355	n	\$702
Newfields	n	n	n		n	n	75	n	16	41	57		400	225	80	706	n	\$898
Newington	20	182	202		2,399	3,196	201	5,796	19	182	201		2,309	3,043	223	5,575	\$1,157	\$1,196
Newmarket	26	138	164		242	959	323	1,524	25	141	166		201	1,034	310	1,545	\$878	\$909
North Hampton	34	224	258		232	1,931	99	2,262	37	213	249		270	1,936	97	2,303	\$1,583	\$973
Portsmouth	122	1,696	1,819		2,874	28,446	1,868	33,188	129	1,726	1,855		2,869	28,313	1,922	33,104	\$1,237	\$1,312
Rye	12	128	140		22	1,069	204	1,295	n	n	138		n	n	212	1,329	\$946	\$966
Seabrook	57	277	334		1,103	5,219	496	6,818	57	277	334		1,177	5,100	513	6,790	\$1,014	\$1,027
South Hampton	10	18	28		55	53	40	149	9	19	28		50	56	40	146	\$711	\$747
Stratham	34	229	262		825	3,182	451	4,458	31	231	261		806	3,255	487	4,548	\$1,055	\$1,073
<b>CEDS Eastern Communities</b>	<b>498</b>	<b>4,117</b>	<b>4,615</b>		<b>10,497</b>	<b>58,401</b>	<b>6,168</b>	<b>74,942</b>	<b>513</b>	<b>4,076</b>	<b>4,744</b>		<b>10,917</b>	<b>57,598</b>	<b>6,344</b>	<b>76,282</b>	<b>\$1,017</b>	<b>\$981</b>
Alkinson	38	92	129		407	818	70	1,296	34	92	125		386	783	68	1,237	\$971	\$994
Auburn	45	87	132		526	1,028	145	1,699	45	90	134		527	1,012	138	1,677	\$1,198	\$1,291
Brentwood	37	103	140		384	899	618	1,902	38	102	140		400	1,069	634	2,103	\$954	\$962
Candia	29	72	101		243	455	105	802	30	70	99		263	474	103	840	\$896	\$901
Chester	23	48	71		81	160	158	399	25	49	74		107	160	160	427	\$911	\$912
Danville	16	25	41		66	62	43	171	18	23	41		77	60	41	178	\$753	\$762
Deerfield	29	53	81		189	250	64	503	32	54	86		219	280	82	581	\$727	\$741
Epping	33	172	204		150	2,972	390	3,513	34	176	210		151	2,798	386	3,335	\$650	\$644
Fremont	22	46	68		123	309	131	564	24	45	68		125	317	131	574	\$730	\$762
Hampstead	55	190	245		365	1,770	110	2,246	60	191	251		404	1,756	112	2,272	\$786	\$813
Kingston	37	129	166		149	1,243	321	1,712	41	128	169		156	1,195	323	1,674	\$793	\$830
Newton	21	40	61		145	186	168	499	21	40	60		153	184	171	508	\$1,040	\$1,073
Northwood	29	62	91		201	668	178	1,046	29	65	94		179	699	175	1,053	\$746	\$737
Nottingham	14	36	49		59	107	176	342	16	39	56		60	119	172	352	\$1,006	\$933
Plastow	56	274	330		600	3,210	1,032	4,842	55	274	329		636	3,271	1,020	4,926	\$748	\$779
Raymond	34	150	183		390	2,349	399	3,138	34	145	179		414	2,268	374	3,055	\$886	\$933
Sandown	23	34	56		76	141	56	273	22	37	59		74	150	55	279	\$721	\$731
<b>CEDS Central Communities</b>	<b>541</b>	<b>1,613</b>	<b>2,148</b>		<b>4,154</b>	<b>16,627</b>	<b>4,164</b>	<b>24,947</b>	<b>558</b>	<b>1,620</b>	<b>2,174</b>		<b>4,331</b>	<b>16,595</b>	<b>4,145</b>	<b>25,071</b>	<b>\$854</b>	<b>\$871</b>
Derry	106	541	646		642	6,725	1,005	8,371	104	543	647		687	6,837	996	8,520	\$827	\$848
Hudson	166	453	618		4,316	5,246	934	10,496	168	471	638		4,351	6,132	958	11,440	\$1,138	\$1,170
Litchfield	29	65	94		223	398	343	964	32	62	94		237	332	349	919	\$914	\$885
Londonderry	134	646	779		3,665	9,194	1,092	13,951	133	643	776		3,932	9,368	1,108	14,407	\$1,004	\$1,046
Merrimack	121	644	765		3,093	13,700	1,076	17,869	122	630	752		3,374	13,082	1,106	17,562	\$1,828	\$1,866
Nashua	277	2,389	2,665		8,256	38,022	4,634	50,912	276	2,378	2,654		8,466	38,025	4,618	51,109	\$1,150	\$1,190
Pelham	71	195	266		643	1,357	502	2,502	71	208	278		626	1,391	522	2,539	\$971	\$929
Salem	144	1,115	1,259		2,668	18,220	1,121	22,009	144	1,117	1,261		2,760	17,860	1,131	21,751	\$1,002	\$1,020
Windham	56	326	381		326	2,861	562	3,748	61	326	387		312	2,908	570	3,790	\$1,013	\$1,100
<b>CEDS Western Communities</b>	<b>1,104</b>	<b>6,374</b>	<b>7,473</b>		<b>23,832</b>	<b>95,723</b>	<b>11,269</b>	<b>130,822</b>	<b>1,111</b>	<b>6,378</b>	<b>7,487</b>		<b>24,745</b>	<b>95,935</b>	<b>11,358</b>	<b>132,037</b>	<b>\$1,094</b>	<b>\$1,117</b>
<b>REDC Region</b>	<b>2,143</b>	<b>12,104</b>	<b>14,236</b>		<b>38,483</b>	<b>170,751</b>	<b>21,601</b>	<b>230,711</b>	<b>2,182</b>	<b>12,074</b>	<b>14,405</b>		<b>39,993</b>	<b>170,128</b>	<b>21,847</b>	<b>233,390</b>	<b>\$965</b>	<b>\$966</b>
Hillsborough County	1,646	9,420	11,065		33,513	147,327	20,901	201,740	1,672	9,462	11,135		34,296	148,577	21,088	203,961	\$1,148	\$1,182
Rockingham County	1,489	8,415	9,903		22,384	112,564	14,111	149,059	1,518	8,467	9,984		22,957	112,568	14,292	149,817	\$1,041	\$1,069
New Hampshire	6,233	39,085	45,318		97,995	471,029	84,473	653,496	6,370	39,694	46,065		100,089	473,955	84,772	658,816	\$1,060	\$1,092

Source: NH Employment Security, Economic and Labor Market Information Bureau

Table C-6: Civilian Labor Force and Employment: Hillsborough and Rockingham Counties, New Hampshire, and New England

REGION/STATE (in thousands)	2014				2015				2016			
	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)
Hillsborough County	228.2	217.9	10.2	4.5	228.7	220.5	8.2	3.6	231.9	224.9	7.0	3.0
Rockingham County	176.3	168.1	8.1	4.6	177.9	141.5	6.3	3.6	181.7	176.2	5.5	3.0
New Hampshire	741	709	32	4.3	742	717	25	3.4	751.3	729.9	21.4	2.9
Connecticut	1892	1767	125	6.6	1896	1787	108	5.7	1891.3	1793.9	97.4	5.1
Maine	696	657	40	5.6	683	653	30	4.4	691.2	665.1	26.2	3.8
Massachusetts	3566	3362	204	5.7	3588	3416	172	4.8	3619.7	3479.4	140.2	3.9
Rhode Island	553	511	42	7.7	554	521	33	6.0	553.4	524.7	28.7	5.2
Vermont	349	335	14	4.1	345	333	12	3.6	344.8	333.6	11.2	3.2
New England	7798	7341	457	5.9	7808	7426	381	4.9	7851.7	7526.6	325.1	4.1
United States	155992	146305	9617	6.2	157130	148834	8296	5.3	159187	151436	7751	4.9
REGION/STATE (in thousands)	2017				2018				2019			
	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)	Civilian Labor Force	Employed	Unemployed	Unempl. Rate (%)
Hillsborough County	234.1	227.3	6.7	2.9	236.9	230.7	6.2	2.6	242.6	236.2	6.4	2.6
Rockingham County	183.1	177.8	5.4	2.9	185.4	180.3	5.1	2.8	188.4	183.3	5.1	2.7
New Hampshire	754.5	734.0	20.5	2.7	761.8	742.5	19.2	2.5	773.7	754.1	19.7	2.5
Connecticut	1896.9	1807.5	89.4	4.7	1905.3	1827.1	78.2	4.1	1913.5	1842.2	71.4	3.7
Maine	698.4	674.8	23.7	3.4	698.7	675.2	23.5	3.4	692.7	671.8	21.0	3.0
Massachusetts	3696.0	3557.0	139.0	3.8	3805.5	3678.4	127.0	3.3	3817.4	3706.6	110.9	2.9
Rhode Island	553.7	529.3	24.4	4.4	555.8	533.2	22.6	4.1	555.6	535.8	19.8	3.6
Vermont	346.1	335.9	10.3	3.0	346.1	336.8	9.2	2.7	342.2	334.1	8.2	2.4
New England	7945.6	7638.4	307.3	3.9	8071.1	7793.2	279.9	3.5	8095.2	7844.4	250.9	3.1
United States	160320	153337	6982	4.4	162075	155761	6314	3.9	163539	157538	6001	3.7

Source: NH Employment Security, U.S. Bureau of Labor Statistics

# Table D-1: Land Use by Town

Town/Area	Land and Water Area				Developed		Agriculture		Forested		Undev/Open/Wetlands	
	Water Area	Land Area	Total Area	% of CEDS Region	Acres	% of CEDS Region	Acres	% of CEDS Region	Acres	% of CEDS Region	Acres	% of CEDS Region
East Kingston	65	6,316	6,381	1.2%	1,340	0.7%	671	3.2%	3,321	1.3%	984	1.2%
Exeter	242	12,571	12,813	2.3%	4,022	2.1%	355	1.7%	6,102	2.4%	2,091	2.5%
Greenland	1,788	6,736	8,524	1.5%	2,535	1.3%	535	2.6%	2,572	1.0%	1,094	1.3%
Hampton	475	8,598	9,073	1.6%	3,620	1.9%	156	0.8%	1,815	0.7%	3,007	3.6%
Hampton Falls	161	7,917	8,078	1.5%	1,629	0.9%	727	3.5%	3,201	1.3%	2,360	2.8%
Kensington	51	7,617	7,668	1.4%	1,393	0.7%	1,185	5.7%	3,984	1.6%	1,055	1.3%
New Castle	811	537	1,348	0.2%	330	0.2%	0	0.0%	120	0.0%	87	0.1%
Newfields	93	4,554	4,647	0.8%	991	0.5%	241	1.2%	2,807	1.1%	515	0.6%
Newington	2,578	5,339	7,917	1.4%	1,890	1.0%	426	2.1%	2,540	1.0%	484	0.6%
Newmarket	1,027	8,054	9,080	1.6%	2,431	1.3%	648	3.1%	3,751	1.5%	1,223	1.5%
North Hampton	56	8,867	8,923	1.6%	2,551	1.4%	249	1.2%	3,532	1.4%	2,536	3.0%
Portsmouth	789	9,975	10,763	1.9%	5,521	2.9%	87	0.4%	2,366	0.9%	2,001	2.4%
Rye	441	7,965	8,406	1.5%	2,413	1.3%	289	1.4%	2,505	1.0%	2,757	3.3%
Seabrook	200	5,961	6,161	1.1%	2,771	1.5%	65	0.3%	996	0.4%	2,129	2.5%
South Hampton	144	5,002	5,147	0.9%	604	0.3%	407	2.0%	2,955	1.2%	1,036	1.2%
Stratham	253	9,648	9,902	1.8%	3,461	1.8%	1,028	5.0%	3,492	1.4%	1,666	2.0%
<b>CEDS Eastern Communities</b>	<b>9,174</b>	<b>115,657</b>	<b>124,829</b>	<b>22.6%</b>	<b>37,502</b>	<b>20.0%</b>	<b>7,069</b>	<b>34.2%</b>	<b>46,059</b>	<b>18.2%</b>	<b>25,025</b>	<b>29.9%</b>
Atkinson	186	7,073	7,258	1.3%	3,217	1.7%	299	1.4%	3,075	1.2%	483	0.6%
Auburn	2,350	16,088	18,438	3.3%	2,869	1.5%	433	2.1%	11,484	4.5%	1,302	1.6%
Brentwood	181	10,682	10,863	2.0%	2,465	1.3%	966	4.7%	5,893	2.3%	1,358	1.6%
Candia	463	19,094	19,557	3.5%	2,641	1.4%	707	3.4%	14,738	5.8%	1,008	1.2%
Chester	248	16,469	16,718	3.0%	2,141	1.1%	947	4.6%	12,008	4.8%	1,374	1.6%
Danville	333	7,237	7,569	1.4%	1,804	1.0%	108	0.5%	4,185	1.7%	1,139	1.4%
Deerfield	1,172	32,176	33,348	6.0%	3,014	1.6%	1,665	8.1%	25,880	10.2%	1,617	1.9%
Epping	338	16,438	16,776	3.0%	3,246	1.7%	1,100	5.3%	9,991	4.0%	2,101	2.5%
Fremont	230	10,912	11,142	2.0%	2,258	1.2%	445	2.2%	5,665	2.2%	2,545	3.0%
Hampstead	518	8,496	9,014	1.6%	3,590	1.9%	63	0.3%	3,820	1.5%	1,022	1.2%
Kingston	979	12,471	13,450	2.4%	3,585	1.9%	437	2.1%	5,203	2.1%	3,246	3.9%
Newton	150	6,215	6,365	1.2%	1,982	1.1%	158	0.8%	2,860	1.1%	1,215	1.4%
Northwood	1,439	17,918	19,357	3.5%	2,682	1.4%	675	3.3%	12,702	5.0%	1,859	2.2%
Nottingham	1,440	29,557	30,997	5.6%	3,239	1.7%	493	2.4%	22,063	8.7%	3,761	4.5%
Plaistow	42	6,748	6,790	1.2%	3,049	1.6%	85	0.4%	2,717	1.1%	897	1.1%
Raymond	1,462	17,482	18,944	3.4%	8,905	4.7%	630	3.1%	24,116	9.5%	2,774	3.3%
Sandown	428	8,803	9,232	1.7%	2,686	1.4%	188	0.9%	4,541	1.8%	1,388	1.7%
<b>CEDS Central Communities</b>	<b>11,959</b>	<b>243,859</b>	<b>255,818</b>	<b>46%</b>	<b>53,373</b>	<b>28.4%</b>	<b>9,399</b>	<b>45.5%</b>	<b>170,941</b>	<b>67.6%</b>	<b>29,089</b>	<b>34.7%</b>
Derry	840	22,386	23,226	4.2%	9,094	4.8%	1,108	5.4%	10,743	4.2%	1,441	1.7%
Hudson	395	18,372	18,780	3.4%	13,331	7.1%	187	0.9%	0	0.0%	4,854	5.8%
Litchfield	253	9,507	9,784	1.8%	5,477	2.9%	1,028	5.0%	0	0.0%	3,001	3.6%
Londonderry	319	26,639	26,958	4.9%	11,158	5.9%	986	4.8%	11,395	4.5%	3,100	3.7%
Merrimack	654	20,781	21,412	3.9%	14,530	7.7%	0	0.0%	0	0.0%	6,251	7.5%
Nashua	580	19,729	20,305	3.7%	17,323	9.2%	97	0.5%	0	0.0%	2,309	2.8%
Pelham	383	16,804	17,151	3.1%	10,815	5.7%	317	1.5%	0	0.0%	5,672	6.8%
Salem	805	15,764	16,569	3.0%	8,841	4.7%	254	1.2%	4,939	2.0%	1,730	2.1%
Windham	844	16,928	17,772	3.2%	6,674	3.5%	209	1.0%	8,704	3.4%	1,341	1.6%
<b>CEDS Western Communities</b>	<b>5,073</b>	<b>166,910</b>	<b>171,958</b>	<b>31%</b>	<b>96,864</b>	<b>51.6%</b>	<b>4,186</b>	<b>20.3%</b>	<b>35,781</b>	<b>14.2%</b>	<b>29,699</b>	<b>35.4%</b>
<b>REDC CEDS Region</b>	<b>26,206</b>	<b>526,426</b>	<b>552,605</b>	<b>100.0%</b>	<b>187,739</b>	<b>100.0%</b>	<b>20,654</b>	<b>100.0%</b>	<b>252,781</b>	<b>100.0%</b>	<b>83,813</b>	<b>100.0%</b>
<b>Hillsborough County (CEDS portion only)</b>	<b>2,265</b>	<b>85,193</b>	<b>87,433</b>	<b>15.8%</b>	<b>61,476</b>	<b>32.7%</b>	<b>1,629</b>	<b>7.9%</b>	<b>0</b>	<b>0.0%</b>	<b>22,087</b>	<b>26.4%</b>
<b>Rockingham County</b>	<b>23,941</b>	<b>441,233</b>	<b>465,173</b>	<b>84.2%</b>	<b>126,642</b>	<b>67.5%</b>	<b>19,025</b>	<b>92.1%</b>	<b>252,781</b>	<b>100.0%</b>	<b>61,726</b>	<b>73.6%</b>

Sources: Rockingham Planning Commission, Strafford Regional Planning Commission. The photos used for determining land use classification were taken in 2015 and mapped by 2017. Southern Regional Planning Commission Photos from 2010, Mapped 2012.

Note: Towns within the Nashua Regional Planning Commission have been classified by parcel. As a result, forested areas are included as part of the primary use of each parcel. Parcels that are completely forested would be classified as vacant.

# Table D-2: Land Use Distribution by Town

Town/Area	Acres by Land Use Class					
	Total Area	Developed	Agriculture	Forested	Undev / Wetlands	Water
East Kingston	100.0%	21.0%	10.5%	52.0%	15.4%	1.0%
Exeter	100.0%	31.4%	2.8%	47.6%	16.3%	1.9%
Greenland	100.0%	29.7%	6.3%	30.2%	12.8%	21.0%
Hampton	100.0%	39.9%	1.7%	20.0%	33.1%	5.2%
Hampton Falls	100.0%	20.2%	9.0%	39.6%	29.2%	2.0%
Kensington	100.0%	18.2%	15.5%	52.0%	13.8%	0.7%
New Castle	100.0%	24.5%	0.0%	8.9%	6.5%	60.2%
Newfields	100.0%	21.3%	5.2%	60.4%	11.1%	2.0%
Newington	100.0%	23.9%	5.4%	32.1%	6.1%	32.6%
Newmarket	100.0%	26.8%	7.1%	41.3%	13.5%	11.3%
North Hampton	100.0%	28.6%	2.8%	39.6%	28.4%	0.6%
Portsmouth	100.0%	51.3%	0.8%	22.0%	18.6%	7.3%
Rye	100.0%	28.7%	3.4%	29.8%	32.8%	5.2%
Seabrook	100.0%	45.0%	1.1%	16.2%	34.6%	3.2%
South Hampton	100.0%	11.7%	7.9%	57.4%	20.1%	2.8%
Stratham	100.0%	35.0%	10.4%	35.3%	16.8%	2.6%
<b>CEDS Eastern Communities</b>	<b>100.0%</b>	<b>30.0%</b>	<b>5.7%</b>	<b>36.9%</b>	<b>20.0%</b>	<b>7.3%</b>
Atkinson	100.0%	44.3%	4.1%	42.4%	6.7%	2.6%
Auburn	100.0%	15.6%	2.3%	62.3%	7.1%	12.7%
Brentwood	100.0%	22.7%	8.9%	54.2%	12.5%	1.7%
Candia	100.0%	13.5%	3.6%	75.4%	5.2%	2.4%
Chester	100.0%	12.8%	5.7%	71.8%	8.2%	1.5%
Danville	100.0%	23.8%	1.4%	55.3%	15.0%	4.4%
Deerfield	100.0%	9.0%	5.0%	77.6%	4.8%	3.5%
Epping	100.0%	19.3%	6.6%	59.6%	12.5%	2.0%
Fremont	100.0%	20.3%	4.0%	50.8%	22.8%	2.1%
Hampstead	100.0%	39.8%	0.7%	42.4%	11.3%	5.7%
Kingston	100.0%	26.7%	3.2%	38.7%	24.1%	7.3%
Newton	100.0%	31.1%	2.5%	44.9%	19.1%	2.4%
Northwood	100.0%	13.9%	3.5%	65.6%	9.6%	7.4%
Nottingham	100.0%	10.4%	1.6%	71.2%	12.1%	4.6%
Plaistow	100.0%	44.9%	1.3%	40.0%	13.2%	0.6%
Raymond	100.0%	47.0%	3.3%	127.3%	14.6%	7.7%
Sandown	100.0%	29.1%	2.0%	49.2%	15.0%	4.6%
<b>CEDS Central Communities</b>	<b>100.0%</b>	<b>20.9%</b>	<b>3.7%</b>	<b>66.8%</b>	<b>11.4%</b>	<b>4.7%</b>
Derry	100.0%	39.2%	4.8%	46.3%	6.2%	3.6%
Hudson	100.0%	71.0%	1.0%	0.0%	25.8%	2.1%
Litchfield	100.0%	56.0%	10.5%	0.0%	30.7%	2.6%
Londonderry	100.0%	41.4%	3.7%	42.3%	11.5%	1.2%
Merrimack	100.0%	67.9%	0.0%	0.0%	29.2%	3.1%
Nashua	100.0%	85.3%	0.5%	0.0%	11.4%	2.9%
Pelham	100.0%	63.1%	1.8%	0.0%	33.1%	2.2%
Salem	100.0%	53.4%	1.5%	29.8%	10.4%	4.9%
Windham	100.0%	37.6%	1.2%	49.0%	7.5%	4.7%
<b>CEDS Western Communities</b>	<b>100.0%</b>	<b>56.3%</b>	<b>2.4%</b>	<b>20.8%</b>	<b>17.3%</b>	<b>3.0%</b>
<b>REDC CEDS Region</b>	<b>100.0%</b>	<b>34.0%</b>	<b>3.7%</b>	<b>45.7%</b>	<b>15.2%</b>	<b>4.7%</b>
<b>Hillsborough County (CEDS portion only)</b>	<b>100.0%</b>	<b>70.3%</b>	<b>1.9%</b>	<b>0.0%</b>	<b>25.3%</b>	<b>2.6%</b>
<b>Rockingham County</b>	<b>100.0%</b>	<b>27.2%</b>	<b>4.1%</b>	<b>54.3%</b>	<b>13.3%</b>	<b>5.1%</b>

Sources: Rockingham Planning Commission, Strafford Regional Planning Commission (2017) The photos used for determining land use classification were taken in 2015 and mapped by 2017. So. NH Planning Commission (2012); The photos used for determining land use classification were taken in 2010 and mapped by 2012.

Note: Towns within the Nashua Regional Planning Commission have been classified by parcel. As a result, forested areas are included as part of the primary use of each parcel. Parcels that are completely forested would be classified as vacant.

# Table E-1: Property Valuation and Taxes

Area	2018 Population	Property Valuation and Taxes			
		2018 Total Equalized Valuation	2018 Valuation per Capita	Full Value Tax Rate	State Rank Tax Rate (1=lowest)
East Kingston	2,425	\$ 381,781,192	\$ 157,436	\$ 26.05	115
Exeter	15,365	\$ 2,265,892,850	\$ 147,471	\$ 27.50	112
Greenland	4,140	\$ 899,459,343	\$ 217,261	\$ 15.79	47
Hampton	15,236	\$ 3,910,241,468	\$ 256,645	\$ 17.02	40
Hampton Falls	2,312	\$ 514,595,238	\$ 222,576	\$ 19.90	77
Kensington	2,131	\$ 389,860,831	\$ 182,947	\$ 18.55	73
New Castle	969	\$ 735,513,859	\$ 759,044	\$ 6.00	8
Newfields	1,721	\$ 296,136,476	\$ 172,072	\$ 19.85	95
Newington	799	\$ 1,011,260,548	\$ 1,265,658	\$ 9.27	16
Newmarket	9,455	\$ 1,038,877,983	\$ 109,876	\$ 29.24	117
North Hampton	4,579	\$ 1,307,089,735	\$ 285,453	\$ 16.24	43
Portsmouth	22,166	\$ 6,139,020,401	\$ 276,957	\$ 15.84	39
Rye	5,494	\$ 2,573,775,093	\$ 468,470	\$ 10.11	17
Seabrook	8,909	\$ 2,694,324,175	\$ 302,427	\$ 16.25	49
South Hampton	826	\$ 161,064,527	\$ 194,993	\$ 16.67	60
Stratham	7,492	\$ 1,488,460,499	\$ 198,673	\$ 21.00	64
<b>CEDS Eastern Communities</b>	<b>104,019</b>	<b>\$ 25,807,354,218</b>	<b>\$ 248,102</b>	<b>NA</b>	<b>NA</b>
Atkinson	6,979	\$ 1,106,509,752	\$ 158,548	\$ 17.93	51
Auburn	5,607	\$ 862,562,861	\$ 153,837	\$ 17.06	55
Brentwood	4,531	\$ 654,238,746	\$ 144,392	\$ 25.83	136
Candia	3,956	\$ 526,936,939	\$ 133,199	\$ 24.08	68
Chester	5,263	\$ 683,143,967	\$ 129,801	\$ 24.25	95
Danville	4,519	\$ 465,235,605	\$ 102,951	\$ 27.94	154
Deerfield	4,624	\$ 638,390,404	\$ 138,060	\$ 23.07	106
Epping	7,025	\$ 920,448,512	\$ 131,025	\$ 25.94	97
Fremont	4,746	\$ 510,701,553	\$ 107,607	\$ 29.40	149
Hampstead	8,745	\$ 1,322,340,266	\$ 151,211	\$ 25.52	94
Kingston	6,244	\$ 849,187,233	\$ 136,001	\$ 21.04	104
Newton	4,980	\$ 602,415,681	\$ 120,967	\$ 25.58	118
Northwood	4,283	\$ 583,214,584	\$ 136,170	\$ 25.68	109
Nottingham	5,099	\$ 698,767,855	\$ 137,040	\$ 22.64	96
Plaistow	7,756	\$ 1,257,571,268	\$ 162,142	\$ 24.59	90
Raymond	10,406	\$ 1,110,988,146	\$ 106,764	\$ 26.35	126
Sandown	6,449	\$ 717,249,385	\$ 111,219	\$ 26.54	161
<b>CEDS Central Communities</b>	<b>101,212</b>	<b>\$ 13,509,902,757</b>	<b>\$ 133,481</b>	<b>NA</b>	<b>NA</b>
Derry	33,308	\$ 3,466,070,328	\$ 104,061	\$ 26.03	152
Hudson	25,458	\$ 3,333,547,933	\$ 130,943	\$ 20.10	74
Litchfield	8,636	\$ 1,021,089,644	\$ 118,236	\$ 23.31	102
Londonderry	26,022	\$ 4,505,177,871	\$ 173,130	\$ 21.80	76
Merrimack	25,747	\$ 3,868,073,978	\$ 150,234	\$ 24.12	113
Nashua	88,706	\$ 10,982,386,438	\$ 123,807	\$ 21.21	92
Pelham	13,824	\$ 2,007,554,883	\$ 145,222	\$ 21.46	78
Salem	29,565	\$ 5,311,047,505	\$ 179,640	\$ 21.61	70
Windham	14,707	\$ 2,922,141,124	\$ 198,690	\$ 23.29	76
<b>CEDS Western Communities</b>	<b>265,973</b>	<b>\$ 37,417,089,704</b>	<b>\$ 140,680</b>	<b>NA</b>	<b>NA</b>
<b>REDC CEDS Region</b>	<b>471,204</b>	<b>\$ 76,734,346,679</b>	<b>\$ 162,847</b>	<b>NA</b>	<b>NA</b>
<b>Hillsborough County</b>	<b>412,198</b>	<b>\$ 50,142,003,784.00</b>	<b>\$ 121,645</b>	<b>NA</b>	<b>NA</b>
<b>Rockingham County</b>	<b>308,833</b>	<b>\$ 55,521,693,803.00</b>	<b>\$ 179,779</b>	<b>NA</b>	<b>NA</b>
<b>New Hampshire</b>	<b>1,356,458</b>	<b>\$ 194,656,334,187</b>	<b>\$ 143,503</b>	<b>NA</b>	<b>NA</b>

Sources: NH Department of Revenue Administration; NH Office of Strategic Initiatives

Notes: Total Valuation includes utilities. State Rank includes unincorporated areas.

# Table F-3: ACS Data: Per Capita Income

Area	2013	2014	2015	2016	2017	2018	1-year change 2017 - 2018	% change 2017 - 2018
East Kingston	\$39,366	\$39,405	\$39,413	\$40,527	\$43,202	\$45,440	\$2,238	5.2%
Exeter	\$37,972	\$40,310	\$40,616	\$42,164	\$46,827	\$49,549	\$2,722	5.8%
Greenland	\$50,901	\$47,768	\$47,745	\$49,511	\$49,777	\$51,331	\$1,554	3.1%
Hampton	\$41,913	\$43,081	\$45,189	\$45,740	\$47,475	\$51,748	\$4,273	9.0%
Hampton Falls	\$59,712	\$54,481	\$61,298	\$65,862	\$71,221	\$69,656	-\$1,565	-2.2%
Kensington	\$49,435	\$51,523	\$51,406	\$50,733	\$49,538	\$50,583	\$1,045	2.1%
New Castle	\$82,879	\$94,166	\$97,601	\$87,613	\$92,842	\$105,175	\$12,333	13.3%
Newfields	\$50,700	\$51,874	\$52,945	\$52,204	\$53,753	\$59,001	\$5,248	9.8%
Newington	\$39,587	\$40,537	\$45,170	\$43,242	\$48,688	\$51,110	\$2,422	5.0%
Newmarket	\$32,244	\$32,894	\$32,633	\$34,133	\$37,848	\$39,386	\$1,538	4.1%
North Hampton	\$61,736	\$60,672	\$65,339	\$63,228	\$66,817	\$60,176	-\$6,641	-9.9%
Portsmouth	\$39,839	\$42,724	\$45,062	\$45,745	\$47,836	\$50,351	\$2,515	5.3%
Rye	\$52,866	\$57,171	\$61,697	\$60,071	\$62,850	\$75,666	\$12,816	20.4%
Seabrook	\$30,156	\$28,794	\$28,791	\$29,578	\$32,492	\$35,356	\$2,864	8.8%
South Hampton	\$41,425	\$47,001	\$47,755	\$50,219	\$49,709	\$50,633	\$924	1.9%
Stratham	\$56,550	\$59,990	\$58,137	\$53,588	\$54,956	\$56,673	\$1,717	3.1%
<b>CEDS Eastern Communities</b>	<b>\$42,862</b>	<b>\$44,363</b>	<b>\$45,751</b>	<b>\$45,967</b>	<b>\$48,617</b>	<b>\$51,401</b>	<b>\$2,785</b>	<b>5.7%</b>
Atkinson	\$42,505	\$41,691	\$43,938	\$49,142	\$49,765	\$51,869	\$2,104	4.2%
Auburn	\$38,501	\$41,274	\$41,238	\$43,896	\$45,996	\$46,223	\$227	0.5%
Brentwood	\$37,506	\$38,591	\$39,042	\$39,772	\$46,081	\$48,686	\$2,605	5.7%
Candia	\$36,618	\$39,822	\$39,475	\$41,243	\$43,962	\$46,302	\$2,340	5.3%
Chester	\$39,816	\$40,388	\$43,176	\$47,311	\$48,760	\$51,699	\$2,939	6.0%
Danville	\$31,443	\$33,100	\$33,448	\$33,002	\$34,596	\$35,616	\$1,020	2.9%
Deerfield	\$36,150	\$36,004	\$35,858	\$34,858	\$39,158	\$42,445	\$3,287	8.4%
Epping	\$32,406	\$33,535	\$34,982	\$33,706	\$35,538	\$35,459	-\$79	-0.2%
Fremont	\$36,331	\$38,265	\$40,336	\$42,016	\$42,883	\$41,059	-\$1,824	-4.3%
Hampstead	\$39,530	\$39,960	\$41,611	\$42,289	\$43,995	\$46,028	\$2,033	4.6%
Kingston	\$37,266	\$43,586	\$44,718	\$45,814	\$46,706	\$43,961	-\$2,745	-5.9%
Newton	\$34,035	\$34,840	\$37,765	\$40,080	\$40,544	\$42,777	\$2,233	5.5%
Northwood	\$35,153	\$34,008	\$33,735	\$34,757	\$36,565	\$38,756	\$2,191	6.0%
Nottingham	\$36,367	\$39,019	\$38,353	\$40,726	\$43,474	\$42,070	-\$1,404	-3.2%
Plaistow	\$31,204	\$32,150	\$32,956	\$34,774	\$37,397	\$38,504	\$1,107	3.0%
Raymond	\$27,755	\$28,689	\$29,476	\$29,743	\$31,401	\$34,132	\$2,731	8.7%
Sandown	\$37,507	\$35,362	\$37,429	\$39,156	\$41,569	\$39,865	-\$1,704	-4.1%
<b>CEDS Central Communities</b>	<b>\$35,569</b>	<b>\$36,687</b>	<b>\$37,781</b>	<b>\$39,203</b>	<b>\$41,250</b>	<b>\$42,284</b>	<b>\$1,034</b>	<b>2.5%</b>
Derry	\$30,397	\$30,570	\$31,447	\$31,967	\$33,208	\$34,002	\$794	2.4%
Hudson	\$36,109	\$37,065	\$38,009	\$38,856	\$40,725	\$42,146	\$1,421	3.5%
Litchfield	\$35,674	\$36,021	\$37,456	\$37,962	\$39,208	\$41,622	\$2,414	6.2%
Londonderry	\$38,553	\$40,369	\$39,687	\$40,884	\$42,266	\$43,412	\$1,146	2.7%
Merrimack	\$38,711	\$39,833	\$39,695	\$40,980	\$42,470	\$45,836	\$3,366	7.9%
Nashua	\$32,874	\$32,842	\$33,100	\$33,896	\$35,288	\$38,435	\$3,147	8.9%
Pelham	\$37,663	\$36,572	\$38,067	\$39,140	\$40,888	\$42,718	\$1,830	4.5%
Salem	\$36,598	\$36,734	\$37,325	\$39,983	\$40,689	\$42,460	\$1,771	4.4%
Windham	\$49,552	\$51,810	\$50,546	\$50,932	\$54,080	\$57,419	\$3,339	6.2%
<b>CEDS Western Communities</b>	<b>\$35,623</b>	<b>\$36,106</b>	<b>\$36,450</b>	<b>\$37,500</b>	<b>\$38,969</b>	<b>\$41,262</b>	<b>\$2,293</b>	<b>5.9%</b>
<b>REDC CEDS Region</b>	<b>\$37,205</b>	<b>\$38,049</b>	<b>\$38,782</b>	<b>\$39,731</b>	<b>\$41,590</b>	<b>\$43,720</b>	<b>\$2,130</b>	<b>5.1%</b>
<b>Hillsborough County</b>	<b>\$34,390</b>	<b>\$34,767</b>	<b>\$35,242</b>	<b>\$36,012</b>	<b>\$37,622</b>	<b>\$39,478</b>	<b>\$1,856</b>	<b>4.9%</b>
<b>Rockingham County</b>	<b>\$38,399</b>	<b>\$39,605</b>	<b>\$40,469</b>	<b>\$41,449</b>	<b>\$43,474</b>	<b>\$45,242</b>	<b>\$1,768</b>	<b>4.1%</b>
<b>New Hampshire</b>	<b>\$33,134</b>	<b>\$33,821</b>	<b>\$34,362</b>	<b>\$35,264</b>	<b>\$36,914</b>	<b>\$38,548</b>	<b>\$1,634</b>	<b>4.4%</b>
<b>United States</b>	<b>\$28,155</b>	<b>\$28,555</b>	<b>\$28,930</b>	<b>\$29,829</b>	<b>\$31,177</b>	<b>\$32,621</b>	<b>\$1,444</b>	<b>4.6%</b>

Sources: American Community Survey, U.S. Census Bureau; NH Office of Strategic Initiatives

Note: Subregion and region values are weighted averages based on population.

# Table F-4: ACS Data: Poverty Rates

Area	2013	2014	2015	2016	2017	2018	1-year change 2017 - 2018	5-year change 2013 - 2018
East Kingston	3.8%	2.9%	3.1%	3.5%	3.5%	5.6%	2.1%	1.8%
Exeter	8.7%	7.4%	7.0%	7.4%	5.9%	5.5%	-0.4%	-3.2%
Greenland	3.4%	4.2%	3.4%	1.5%	2.7%	4.7%	2.0%	1.3%
Hampton	7.5%	7.1%	5.9%	5.0%	4.5%	4.9%	0.4%	-2.6%
Hampton Falls	3.1%	3.7%	4.7%	4.0%	5.8%	3.5%	-2.3%	0.4%
Kensington	2.0%	4.0%	4.6%	4.7%	3.9%	4.0%	0.1%	2.0%
New Castle	2.6%	2.7%	1.0%	1.2%	0.8%	0.9%	0.1%	-1.7%
Newfields	0.1%	0.1%	1.7%	1.9%	2.4%	3.0%	0.6%	2.9%
Newington	3.9%	4.4%	4.5%	4.6%	2.8%	4.4%	1.6%	0.5%
Newmarket	11.2%	10.0%	10.9%	8.8%	7.4%	5.9%	-1.5%	-5.3%
North Hampton	2.9%	3.7%	4.5%	5.3%	4.2%	5.2%	1.0%	2.3%
Portsmouth	8.7%	7.6%	6.6%	6.1%	6.9%	6.1%	-0.8%	-2.6%
Rye	4.0%	4.8%	4.8%	5.1%	4.6%	3.6%	-1.0%	-0.4%
Seabrook	9.4%	12.4%	11.7%	9.3%	5.8%	4.9%	-0.9%	-4.5%
South Hampton	1.1%	2.6%	2.8%	3.0%	3.5%	5.3%	1.8%	4.2%
Stratham	0.6%	0.3%	0.6%	0.3%	0.7%	1.1%	0.4%	0.5%
<b>CEDS Eastern Communities</b>	<b>6.8%</b>	<b>6.6%</b>	<b>6.3%</b>	<b>5.7%</b>	<b>5.1%</b>	<b>4.9%</b>	<b>-0.2%</b>	<b>-1.9%</b>
Atkinson	3.2%	3.1%	3.2%	1.8%	2.1%	1.7%	-0.4%	-1.5%
Auburn	3.5%	2.6%	2.5%	2.7%	2.1%	1.8%	-0.3%	-1.7%
Brentwood	6.9%	7.4%	9.0%	8.3%	2.6%	2.5%	-0.1%	-4.4%
Candia	4.5%	3.8%	5.3%	5.4%	6.3%	4.3%	-2.0%	-0.2%
Chester	5.9%	4.5%	5.2%	3.9%	3.1%	3.2%	0.1%	-2.7%
Danville	3.2%	2.7%	3.1%	3.3%	3.9%	2.1%	-1.8%	-1.1%
Deerfield	3.4%	3.8%	3.5%	4.0%	5.2%	5.6%	0.4%	2.2%
Epping	4.3%	6.3%	6.3%	6.3%	5.5%	8.9%	3.4%	4.6%
Fremont	2.5%	2.7%	1.8%	3.0%	2.7%	2.6%	-0.1%	0.1%
Hampstead	3.6%	6.2%	5.5%	4.0%	6.9%	6.5%	-0.4%	2.9%
Kingston	4.4%	5.5%	4.8%	6.8%	4.9%	6.3%	1.4%	1.9%
Newton	7.4%	9.1%	6.1%	5.0%	3.9%	4.3%	0.4%	-3.1%
Northwood	7.2%	8.4%	8.7%	8.1%	8.5%	4.3%	-4.2%	-2.9%
Nottingham	3.4%	3.0%	2.1%	2.1%	1.3%	4.4%	3.1%	1.0%
Plaistow	5.4%	3.3%	3.4%	4.7%	2.1%	3.9%	1.8%	-1.5%
Raymond	6.6%	8.8%	6.9%	8.5%	9.7%	8.1%	-1.6%	1.5%
Sandown	6.7%	7.3%	6.5%	4.6%	2.9%	2.3%	-0.6%	-4.4%
<b>CEDS Central Communities</b>	<b>4.9%</b>	<b>5.4%</b>	<b>5.0%</b>	<b>5.0%</b>	<b>4.6%</b>	<b>4.6%</b>	<b>0.0%</b>	<b>-0.3%</b>
Derry	7.3%	8.1%	7.9%	7.3%	6.9%	7.9%	1.0%	0.6%
Hudson	4.5%	4.4%	4.4%	5.8%	5.4%	4.7%	-0.7%	0.2%
Litchfield	2.3%	4.7%	4.2%	3.9%	3.2%	3.3%	0.1%	1.0%
Londonderry	2.8%	3.0%	2.6%	2.8%	2.9%	2.9%	0.0%	0.1%
Merrimack	4.2%	3.8%	4.0%	4.6%	5.0%	3.7%	-1.3%	-0.5%
Nashua	10.8%	10.7%	11.0%	11.0%	10.8%	9.9%	-0.9%	-0.9%
Pelham	4.6%	6.2%	5.4%	5.1%	3.5%	3.9%	0.4%	-0.7%
Salem	4.5%	4.0%	4.7%	4.1%	4.5%	4.4%	-0.1%	-0.1%
Windham	3.4%	3.4%	3.8%	3.7%	2.9%	0.7%	-2.2%	-2.7%
<b>CEDS Western Communities</b>	<b>6.7%</b>	<b>6.8%</b>	<b>6.9%</b>	<b>6.9%</b>	<b>6.7%</b>	<b>6.2%</b>	<b>-0.5%</b>	<b>-0.4%</b>
<b>REDC CEDS Region</b>	<b>6.3%</b>	<b>6.5%</b>	<b>6.4%</b>	<b>6.2%</b>	<b>5.9%</b>	<b>5.6%</b>	<b>-0.3%</b>	<b>-0.7%</b>
<b>Hillsborough County</b>	<b>8.6%</b>	<b>8.6%</b>	<b>8.8%</b>	<b>8.6%</b>	<b>8.6%</b>	<b>8.1%</b>	<b>-0.5%</b>	<b>-0.5%</b>
<b>Rockingham County</b>	<b>5.5%</b>	<b>5.7%</b>	<b>5.5%</b>	<b>5.1%</b>	<b>4.8%</b>	<b>4.7%</b>	<b>-0.1%</b>	<b>-0.8%</b>
<b>New Hampshire</b>	<b>8.7%</b>	<b>8.9%</b>	<b>8.9%</b>	<b>8.5%</b>	<b>8.1%</b>	<b>7.9%</b>	<b>-0.2%</b>	<b>-0.8%</b>
<b>United States</b>	<b>15.4%</b>	<b>15.6%</b>	<b>15.5%</b>	<b>15.1%</b>	<b>14.6%</b>	<b>14.1%</b>	<b>-0.5%</b>	<b>-1.3%</b>

Sources: American Community Survey, U.S. Census Bureau; NH Office of Strategic Initiatives

Note: Subregion and region values are weighted averages based on population.

# Table F-5: ACS Data: Citizenship Data

Area	2018 Total Population	2018 U.S. Citizen				2018 Not a U.S. Citizen *	2018 Percentage Foreign-Born Population
		Born in U.S.	Born in Puerto Rico/U.S. Islands	Born Abroad to U.S. Parents	Naturalized Citizen *		
East Kingston	2,445	2,369	15	16	22	23	2%
Exeter	14,921	14,195	44	81	410	191	4%
Greenland	3,953	3,654	5	40	163	91	6%
Hampton	15,452	14,627	15	167	427	216	4%
Hampton Falls	2,358	2,262	0	29	62	5	3%
Kensington	2,326	2,220	0	16	63	27	4%
New Castle	780	757	0	11	12	0	2%
Newfields	1,670	1,593	0	21	39	17	3%
Newington	798	738	4	9	33	14	6%
Newmarket	9,038	8,303	0	91	239	405	7%
North Hampton	4,453	4,211	13	8	180	41	5%
Portsmouth	21,778	19,943	94	212	566	963	7%
Rye	5,434	5,200	2	68	148	16	3%
Seabrook	8,846	8,427	0	17	233	169	5%
South Hampton	780	740	0	4	26	10	5%
Stratham	7,418	6,874	0	100	292	152	6%
<b>CEDS Eastern Communities</b>	<b>102,450</b>	<b>96,113</b>	<b>192</b>	<b>890</b>	<b>2,915</b>	<b>2,340</b>	<b>5%</b>
Atkinson	6,897	6,656	0	0	164	77	3%
Auburn	5,385	5,200	5	19	104	57	3%
Brentwood	4,712	4,501	7	69	78	57	3%
Candia	3,925	3,636	0	154	105	30	3%
Chester	5,039	4,856	0	42	128	13	3%
Danville	4,515	4,400	0	16	83	16	2%
Deerfield	4,463	4,246	0	73	93	51	3%
Epping	6,945	6,650	0	46	114	135	4%
Fremont	4,667	4,560	0	12	77	18	2%
Hampstead	8,625	8,169	1	47	274	134	5%
Kingston	6,210	5,974	0	67	68	101	3%
Newton	4,886	4,706	0	27	104	49	3%
Northwood	4,305	4,179	0	20	68	38	2%
Nottingham	5,004	4,873	0	17	79	35	2%
Plaistow	7,677	7,278	1	47	175	176	5%
Raymond	10,389	10,061	53	94	115	66	2%
Sandown	6,350	6,108	0	0	213	29	4%
<b>CEDS Central Communities</b>	<b>99,994</b>	<b>96,053</b>	<b>67</b>	<b>750</b>	<b>2,042</b>	<b>1,082</b>	<b>3%</b>
Derry	33,515	31,670	228	152	882	583	4%
Hudson	25,185	23,439	17	327	1,031	371	6%
Litchfield	8,538	8,253	0	99	119	67	2%
Londonderry	25,529	24,017	88	153	779	492	5%
Merrimack	25,815	24,235	20	172	827	561	5%
Nashua	88,606	72,997	1,044	573	7,035	6,957	16%
Pelham	13,596	12,915	50	91	438	102	4%
Salem	29,133	25,904	141	270	2,000	818	10%
Windham	14,508	13,582	16	177	594	139	5%
<b>CEDS Western Communities</b>	<b>264,425</b>	<b>237,012</b>	<b>1,604</b>	<b>2,014</b>	<b>13,705</b>	<b>10,090</b>	<b>9%</b>
<b>REDC CEDS Region</b>	<b>466,869</b>	<b>429,178</b>	<b>1,863</b>	<b>3,654</b>	<b>18,662</b>	<b>13,512</b>	<b>7%</b>
<b>Hillsborough County</b>	<b>411,087</b>	<b>366,021</b>	<b>3,168</b>	<b>3,077</b>	<b>21,327</b>	<b>17,494</b>	<b>9%</b>
<b>Rockingham County</b>	<b>305,129</b>	<b>287,339</b>	<b>732</b>	<b>2,392</b>	<b>9,212</b>	<b>5,454</b>	<b>5%</b>
Concord	43,040	38,427	106	448	1,616	2,443	9%
Dover	31,316	28,378	44	310	968	1,616	8%
Durham	16,440	14,962	8	161	480	829	8%
Hanover	11,512	9,525	0	204	644	1,139	15%
Laconia	16,342	15,711	19	151	374	87	3%
Lebanon	13,619	11,938	92	178	481	930	10%
Manchester	111,657	93,946	1,755	813	7,592	7,551	14%
Rochester	30,661	29,199	74	470	385	533	3%
Somersworth	11,883	10,583	22	146	497	635	10%
<b>New Hampshire</b>	<b>1,343,622</b>	<b>1,246,367</b>	<b>4,789</b>	<b>11,179</b>	<b>44,906</b>	<b>36,381</b>	<b>6%</b>
<b>United States</b>	<b>322,903,030</b>	<b>274,335,209</b>	<b>1,973,195</b>	<b>3,055,127</b>	<b>21,250,009</b>	<b>22,289,490</b>	<b>13%</b>

Source: 5-year American Community Survey, U.S. Census Bureau

\* For additional information on Country of Origin, refer to Table F-6.

# Table F-6: ACS Data: Country of Origin

Area	2018 Naturalized U.S. Citizen, place of birth						2018 Not a U.S. Citizen, place of birth						2018 Total Foreign-Born Residents
	Europe	Asia	Africa	Oceania	Latin America	Northern America	Europe	Asia	Africa	Oceania	Latin America	Northern America	
East Kingston	17	0	5	0	0	0	23	0	0	0	0	0	45
Exeter	167	170	13	0	20	40	70	34	0	12	48	27	601
Greenland	8	84	70	0	0	1	12	79	0	0	0	0	254
Hampton	217	122	12	0	49	27	84	57	19	0	25	31	643
Hampton Falls	28	27	7	0	0	0	0	0	0	0	0	5	67
Kensington	40	8	0	0	2	13	16	7	4	0	0	0	90
New Castle	0	3	0	0	0	9	0	0	0	0	0	0	12
Newfields	9	18	7	0	5	0	17	0	0	0	0	0	56
Newington	15	15	0	0	0	3	3	9	0	0	2	0	47
Newmarket	107	122	0	0	0	10	33	135	0	0	220	17	644
North Hampton	49	74	8	0	41	8	21	0	0	0	3	17	221
Portsmouth	260	209	44	0	0	53	164	584	118	7	47	43	1,529
Rye	53	19	0	0	38	38	0	0	0	0	0	16	164
Seabrook	78	91	0	0	29	35	38	19	0	0	103	9	402
South Hampton	11	8	0	0	7	0	0	8	0	0	0	2	36
Stratham	174	105	0	0	0	13	17	122	0	0	13	0	444
<b>CEDS Eastern Communities</b>	<b>1,233</b>	<b>1,075</b>	<b>166</b>	<b>0</b>	<b>191</b>	<b>250</b>	<b>498</b>	<b>1,054</b>	<b>141</b>	<b>19</b>	<b>461</b>	<b>167</b>	<b>5,255</b>
Atkinson	38	78	0	0	34	14	61	0	0	0	0	16	241
Auburn	52	42	0	0	9	1	0	0	0	0	44	13	161
Brentwood	37	19	0	0	0	22	11	0	0	0	14	32	135
Candia	22	41	0	0	26	16	21	9	0	0	0	0	135
Chester	48	37	20	0	23	0	0	13	0	0	0	0	141
Danville	31	28	0	0	14	10	0	1	0	0	0	15	99
Deerfield	55	38	0	0	0	0	34	0	0	17	0	0	144
Epping	47	32	0	0	0	35	117	0	0	0	0	18	249
Fremont	22	19	0	0	19	17	8	0	0	0	0	10	95
Hampstead	91	69	0	8	71	35	69	41	0	0	0	24	408
Kingston	15	41	0	0	0	12	101	0	0	0	0	0	169
Newton	20	7	11	0	35	31	11	25	0	0	13	0	153
Northwood	13	19	0	0	16	20	10	0	0	0	16	12	106
Nottingham	43	27	0	0	0	9	0	26	0	0	0	9	114
Plaistow	53	18	0	0	88	16	96	56	0	0	10	14	351
Raymond	29	46	0	0	8	32	40	13	0	0	2	11	181
Sandown	67	48	24	0	0	74	19	0	0	0	0	10	242
<b>CEDS Central Communities</b>	<b>683</b>	<b>609</b>	<b>55</b>	<b>8</b>	<b>343</b>	<b>344</b>	<b>598</b>	<b>184</b>	<b>0</b>	<b>17</b>	<b>99</b>	<b>184</b>	<b>3,124</b>
Derry	431	221	36	0	128	66	185	178	41	0	106	73	1,465
Hudson	280	326	94	0	172	159	37	146	26	0	36	126	1,402
Litchfield	45	27	0	0	0	47	14	0	18	0	0	35	186
Londonderry	263	234	20	0	154	108	56	160	0	0	216	60	1,271
Merrimack	216	269	48	58	149	87	223	323	0	0	8	7	1,388
Nashua	1,288	2,733	472	8	2,121	413	274	3,015	514	8	2,807	339	13,992
Pelham	74	143	20	0	151	50	39	31	0	3	8	21	540
Salem	430	774	30	9	647	110	218	313	45	11	217	14	2,818
Windham	192	138	41	0	150	73	72	28	0	0	39	0	733
<b>CEDS Western Communities</b>	<b>3,219</b>	<b>4,865</b>	<b>761</b>	<b>75</b>	<b>3,672</b>	<b>1,113</b>	<b>1,118</b>	<b>4,194</b>	<b>644</b>	<b>22</b>	<b>3,437</b>	<b>675</b>	<b>23,795</b>
<b>REDC CEDS Region</b>	<b>5,135</b>	<b>6,549</b>	<b>982</b>	<b>83</b>	<b>4,206</b>	<b>1,707</b>	<b>2,214</b>	<b>5,432</b>	<b>785</b>	<b>58</b>	<b>3,997</b>	<b>1,026</b>	<b>32,174</b>
<b>Hillsborough County</b>	<b>5,397</b>	<b>6,982</b>	<b>1,939</b>	<b>114</b>	<b>4,516</b>	<b>2,379</b>	<b>1,904</b>	<b>7,409</b>	<b>1,486</b>	<b>15</b>	<b>5,615</b>	<b>1,065</b>	<b>38,821</b>
<b>Rockingham County</b>	<b>3,232</b>	<b>3,051</b>	<b>348</b>	<b>17</b>	<b>1,613</b>	<b>951</b>	<b>1,627</b>	<b>1,917</b>	<b>227</b>	<b>47</b>	<b>1,138</b>	<b>498</b>	<b>14,666</b>
Concord	337	616	239	0	243	181	153	1,627	346	0	216	101	4,059
Dover	216	577	52	0	69	54	179	905	37	0	319	176	2,584
Durham	152	202	48	0	35	43	121	551	34	0	25	98	1,309
Hanover	117	403	11	0	32	81	378	471	109	0	87	94	1,783
Iaonia	147	161	0	0	56	10	21	17	0	18	9	22	461
Lebanon	176	161	62	0	29	53	100	538	60	0	134	98	1,411
Manchester	1,910	2,424	1,054	19	1,486	699	768	3,324	826	4	2,411	218	15,143
Rochester	97	105	0	0	95	88	26	263	0	0	142	102	918
Somersworth	76	267	56	0	80	18	0	575	0	0	60	0	1,132
<b>New Hampshire</b>	<b>13,193</b>	<b>15,046</b>	<b>3,255</b>	<b>330</b>	<b>7,565</b>	<b>5,517</b>	<b>5,897</b>	<b>16,191</b>	<b>2,454</b>	<b>211</b>	<b>8,436</b>	<b>3,192</b>	<b>81,287</b>
<b>United States</b>	<b>3,099,844</b>	<b>7,832,276</b>	<b>1,178,610</b>	<b>103,023</b>	<b>8,647,034</b>	<b>388,983</b>	<b>1,678,326</b>	<b>5,566,244</b>	<b>972,799</b>	<b>154,318</b>	<b>13,485,959</b>	<b>431,411</b>	<b>43,538,827</b>

Source: 5-year American Community Survey, U.S. Census Bureau

# Acronym Guide

ACS	American Community Survey
AMID	Advanced Manufacturing by Innovation and Design
ATAC	Advanced Technology & Academic Center
CART	Greater Derry-Salem Cooperative Alliance for Regional Transportation
CCSNH	Community College System of New Hampshire
CMAQ	Congestion Mitigation and Air Quality
CSA	Community Supported Agriculture
CTAP	Community Technical Assistance Program
EDA	Economic Development Administration
EDD	Economic Development District
ELMI	Economic & Labor Market Information Bureau
EPA	Environmental Protection Agency
FEIS	Federal Environmental Impact Study
FEMA	Federal Emergency Management Agency
GBCC	Great Bay Community College
NCC	Nashua Community College
NCRC	National Career Readiness Certificate
NECTA	New England City and Town Area
NHCS	New Hampshire Community Seafoods
NH DES	New Hampshire Department of Environmental Services
NH DOT	New Hampshire Department of Transportation
NHES	New Hampshire Employment Security
NHHFA	New Hampshire Housing Finance Authority
NH OSI	New Hampshire Office of Strategic Initiatives
NHTI	New Hampshire Technical Institute
NHRTA	New Hampshire Rail Transit Authority
NMFS	Northeast Marine Fisheries Service
NPDES	National Pollutant Discharge Elimination System
NRPC	Nashua Regional Planning Commission
OMB	United States Office of Management and Budget
RFP	Request for Proposal
RLF	Revolving Loan Fund
RPC	Rockingham Planning Commission or Regional Planning Commission
SBA	Small Business Administration
SBDC	Small Business Development Center
SCORP	Statewide Comprehensive Outdoor Recreation Plan
SNHPC	Southern New Hampshire Planning Commission
SRPC	Strafford Regional Planning Commission
STEM	Science, Technology, Engineering, and Mathematics
TAC	Total Allowable Catch
TIF	Tax Increment Finance District
UNHCE	University of New Hampshire Cooperative Extension
WWTF	Wastewater Treatment Facility

# REDC BOARD OF DIRECTORS

## **Executive Committee**

Scott Zeller, Chairman of the Board

Dianne Connolly, Vice Chairman of the Board

Thomas Conaton, Treasurer & Secretary

## **Board Members**

William Davis

Robert McDonald

George Sioras

Craig Jewett

Nancy Carmer

Mike Decelle

André Garron

Full biographies of each board member can be found at [www.redc.com/about](http://www.redc.com/about).

The Regional Economic Development Center is a non-profit regional development corporation located in southern New Hampshire. REDC serves new, growing, and challenged businesses within our service territory. Whether you need to find a lending partner, finance an expansion, or need assistance with restructuring, REDC can help. REDC assists municipalities with strategic planning, economic development training, and assistance with infrastructure projects through the Comprehensive Economic Development Strategy (CEDS).



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